

FIG. 1A

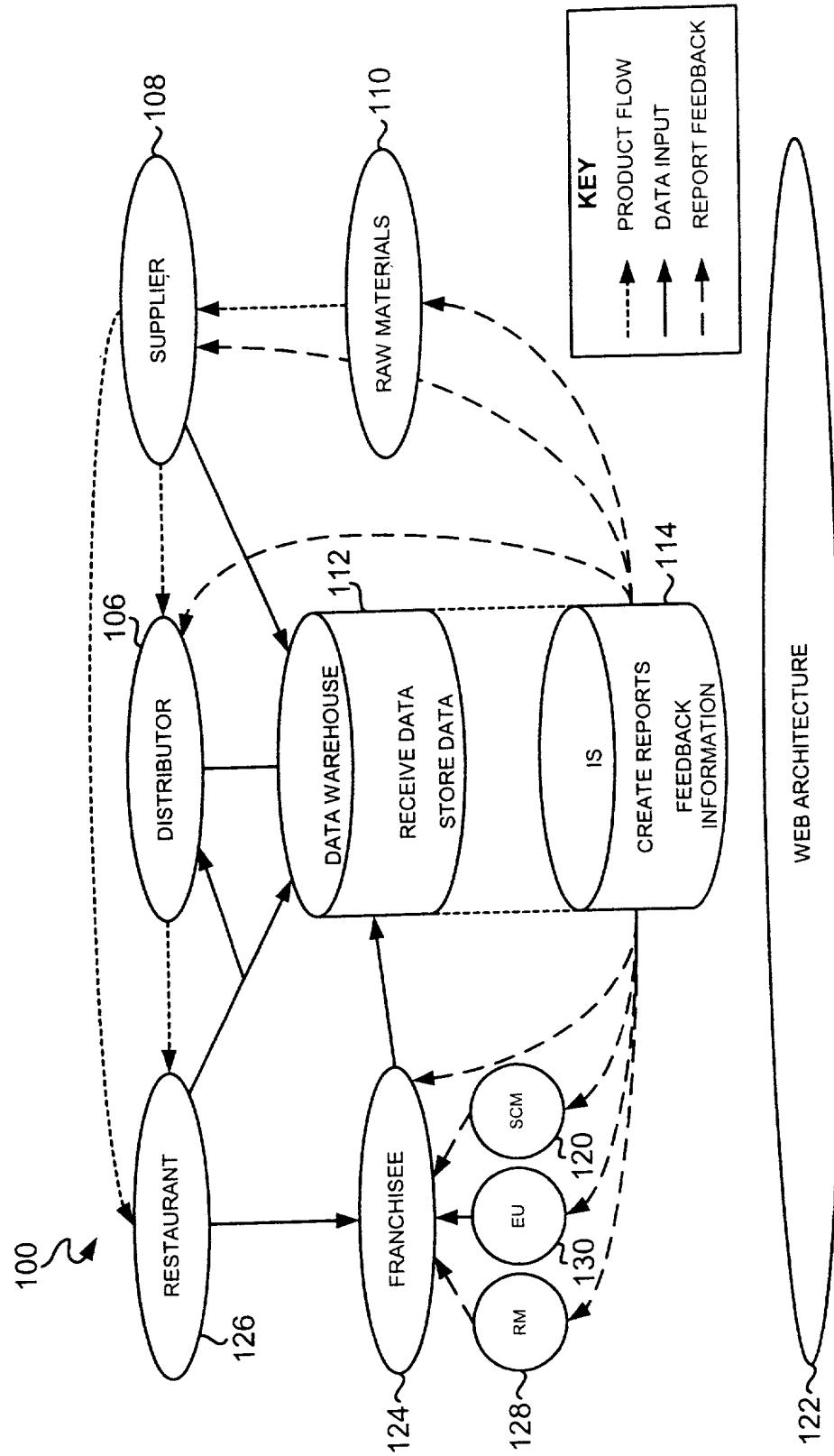


FIG. 1B

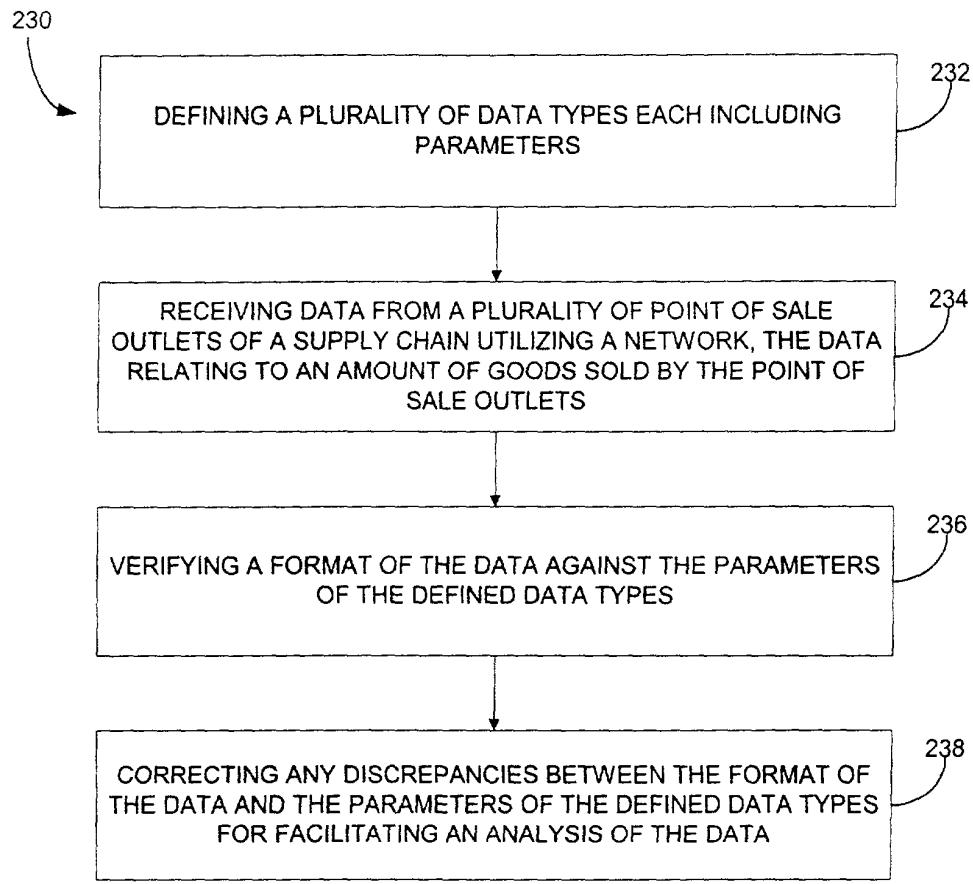


FIG. 2

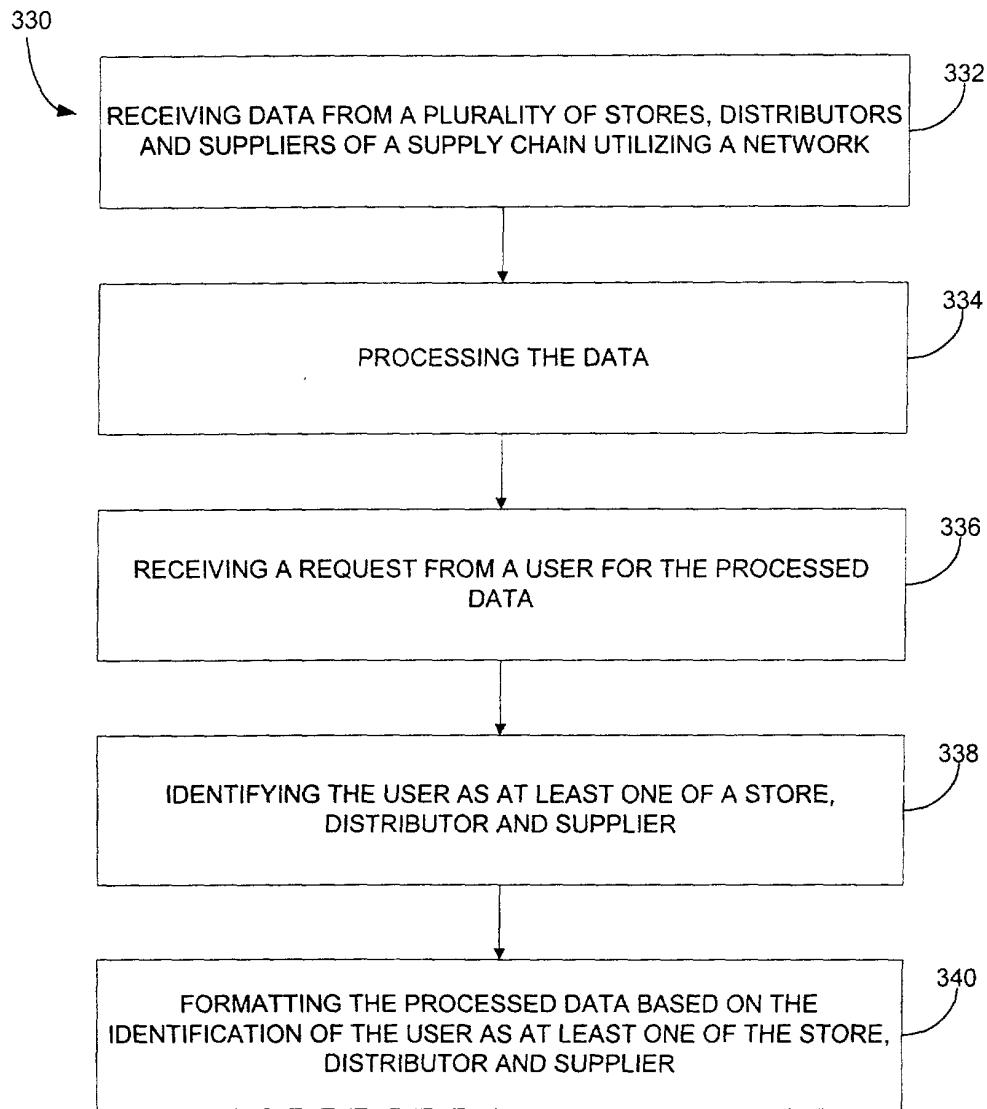


FIG. 3

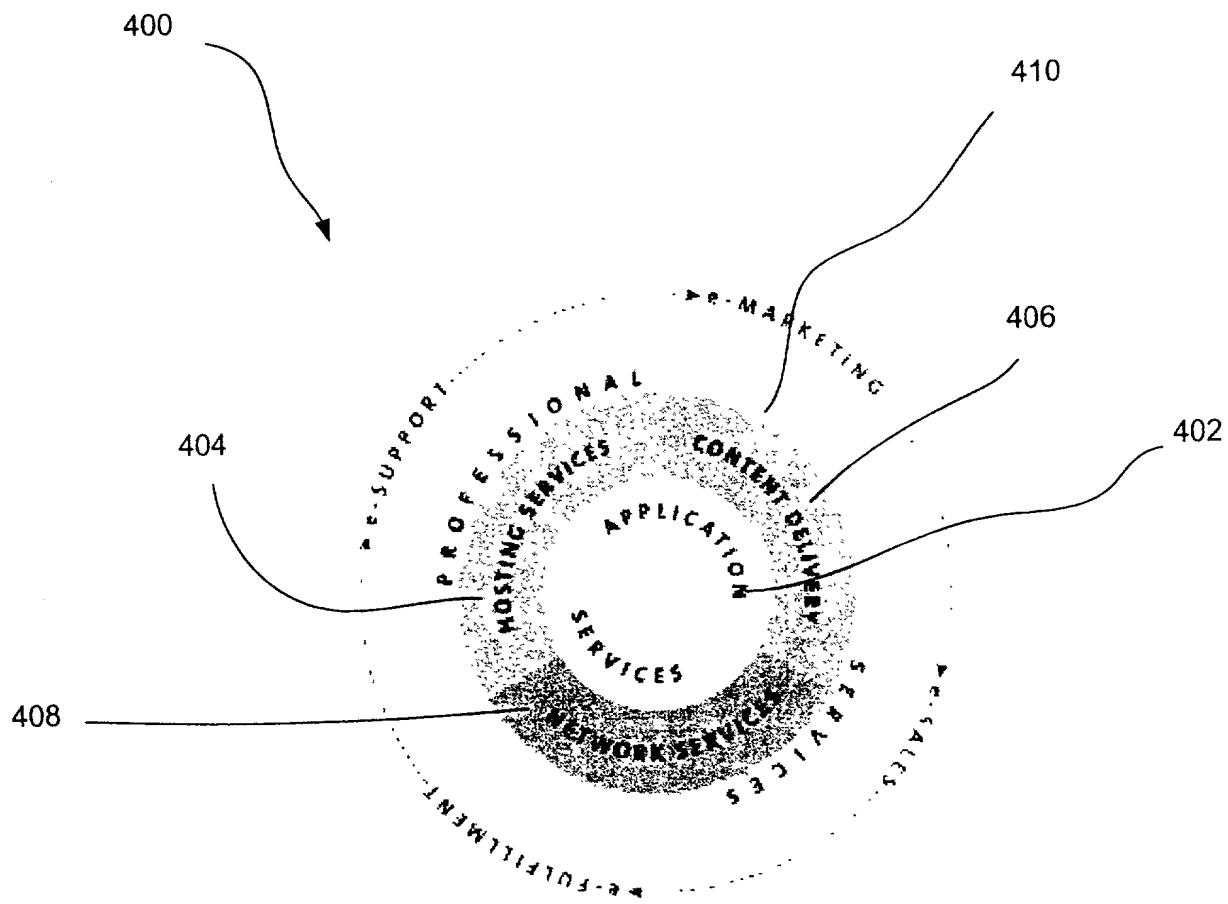


Fig. 4

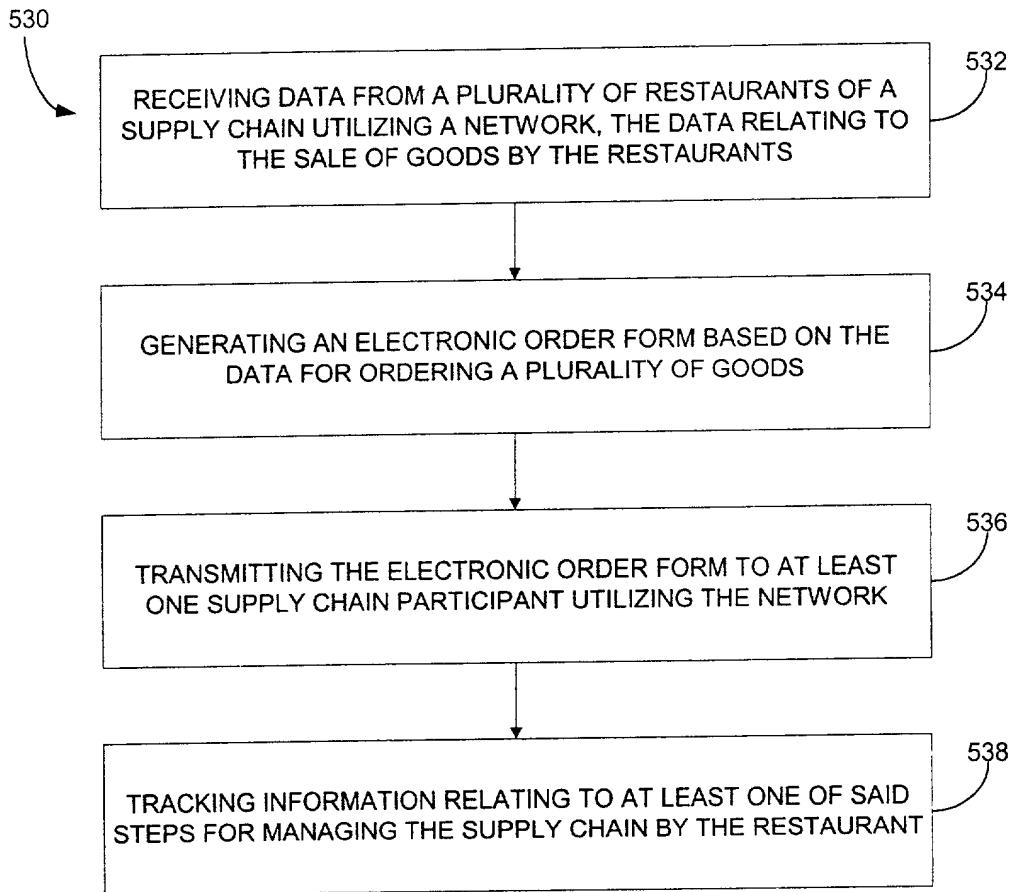


FIG. 5

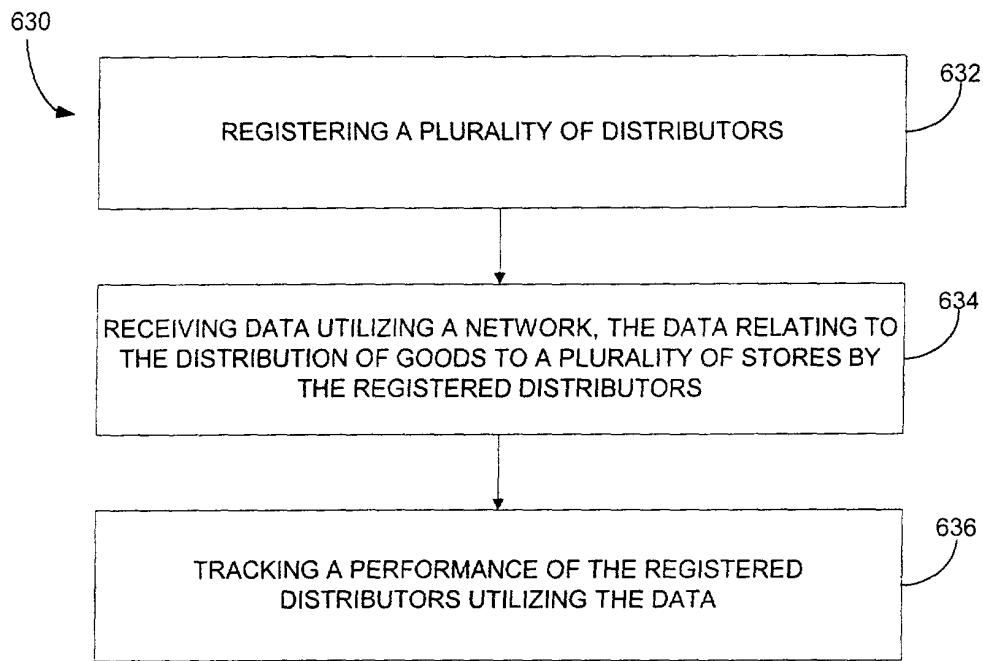


FIG. 6

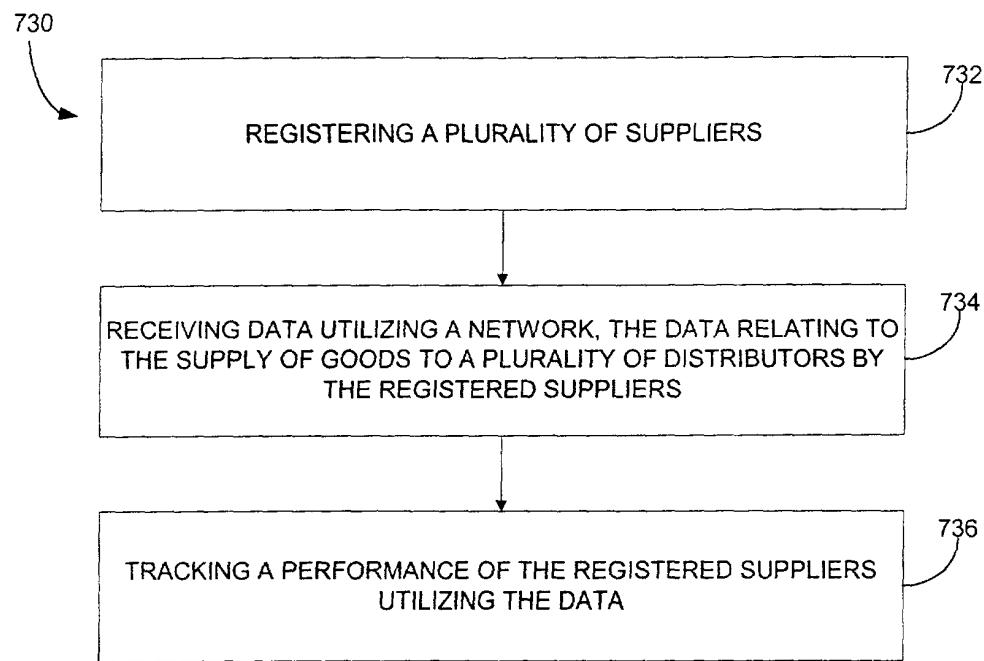


FIG. 7

1000000000000000

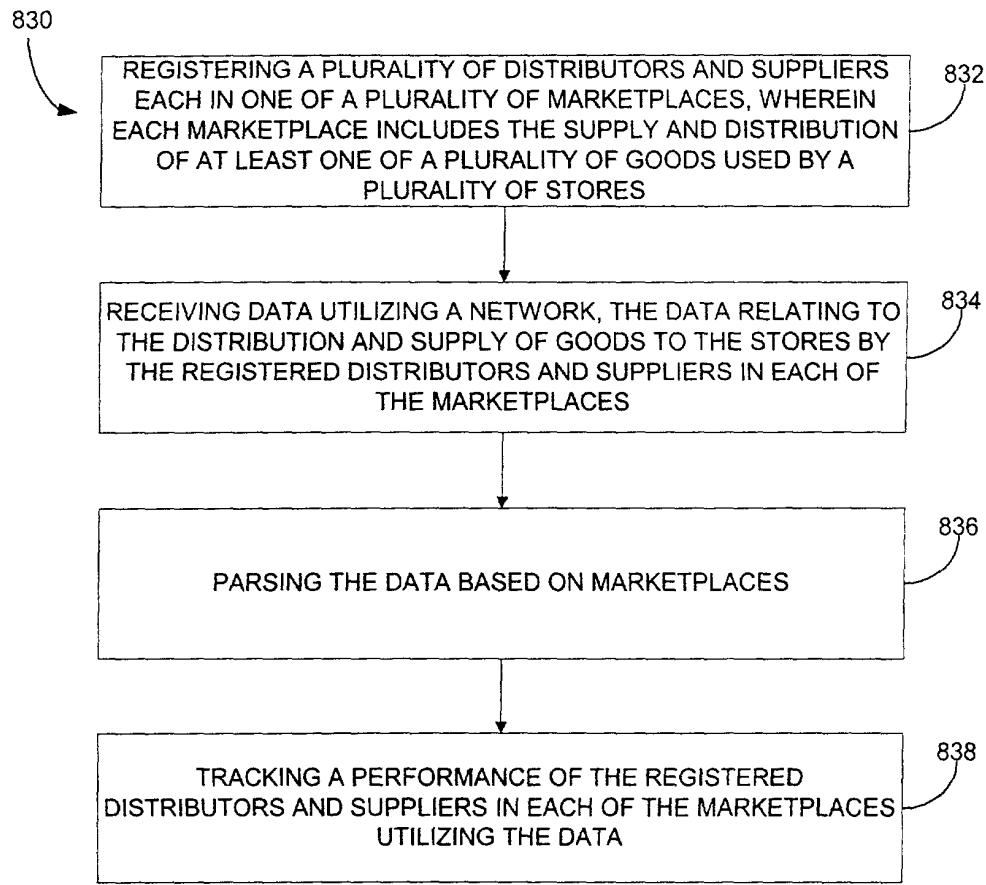


FIG. 8

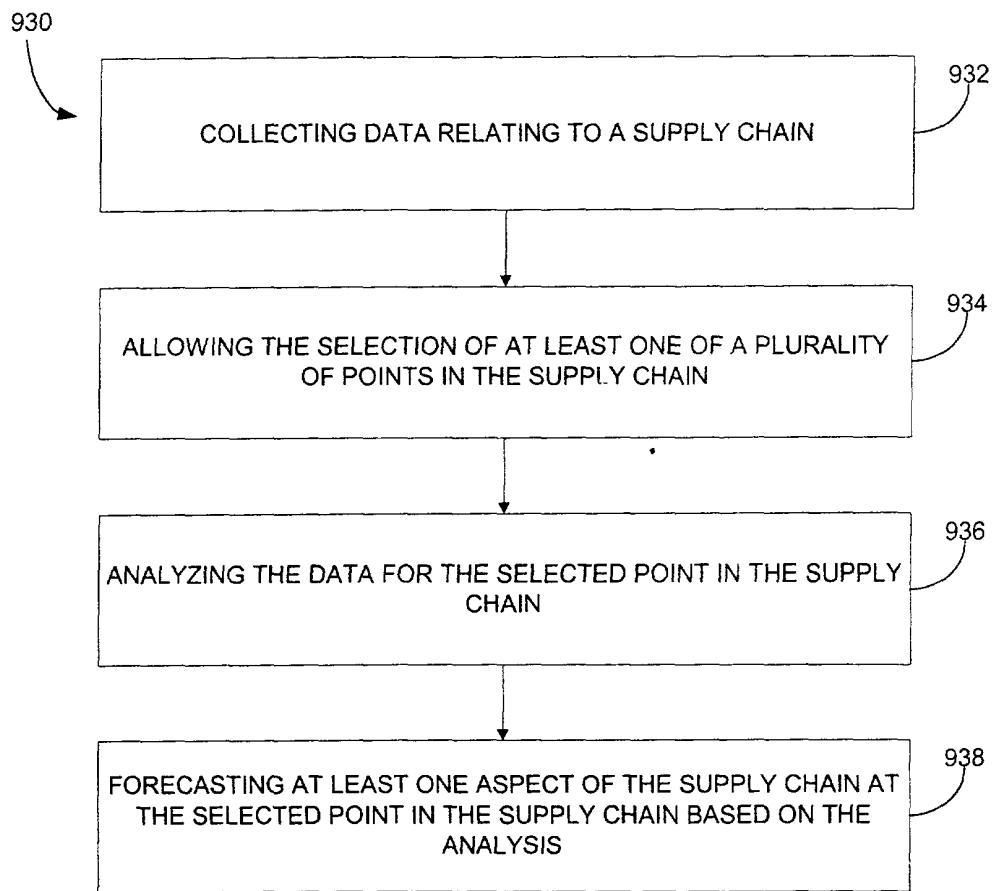


FIG. 9

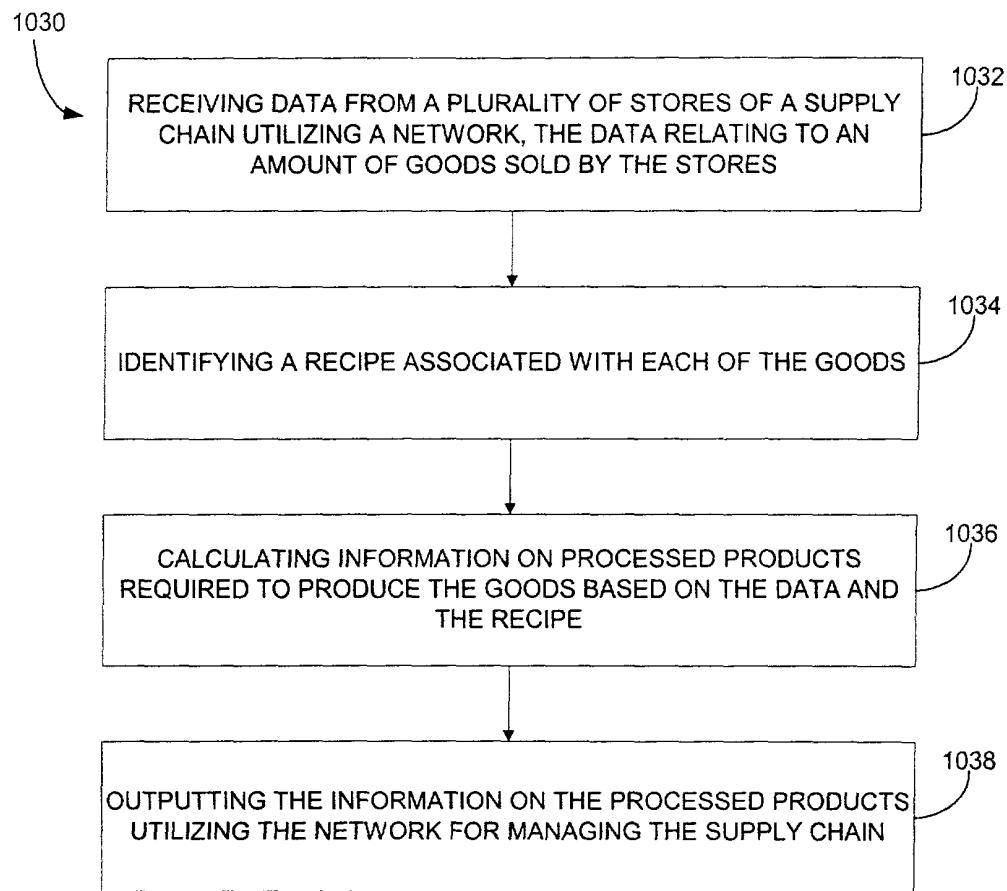


FIG. 10

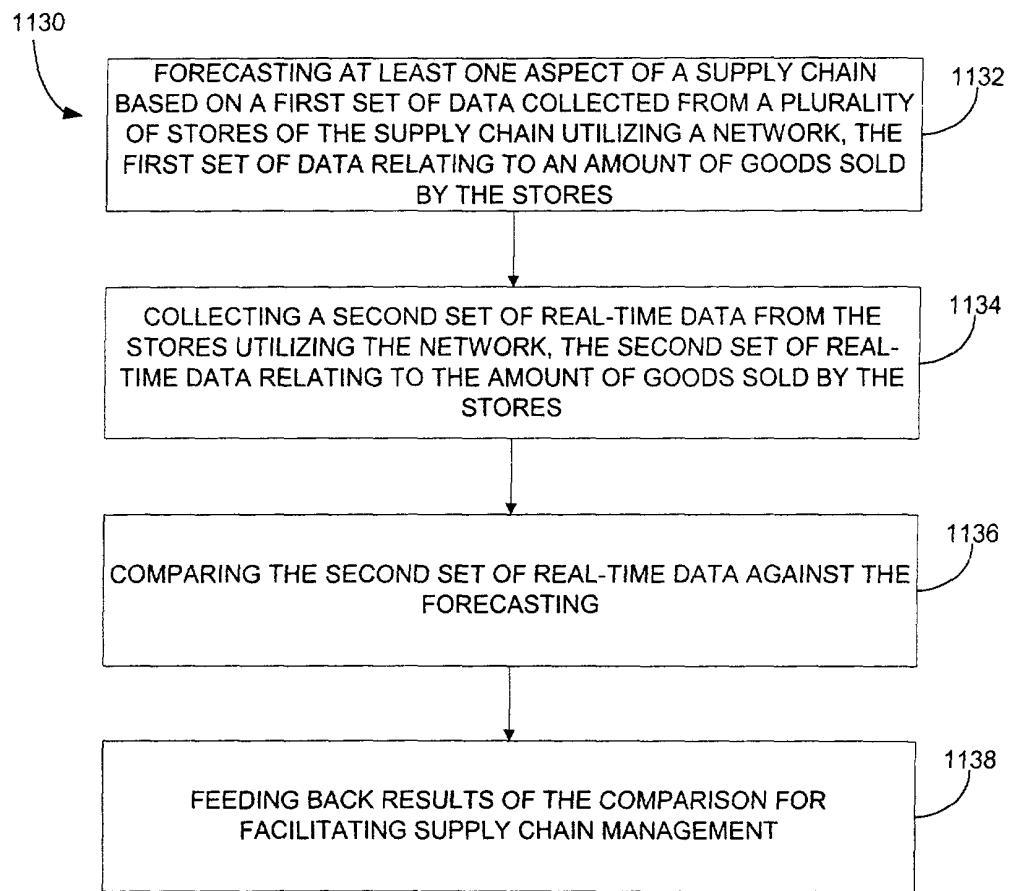


FIG. 11

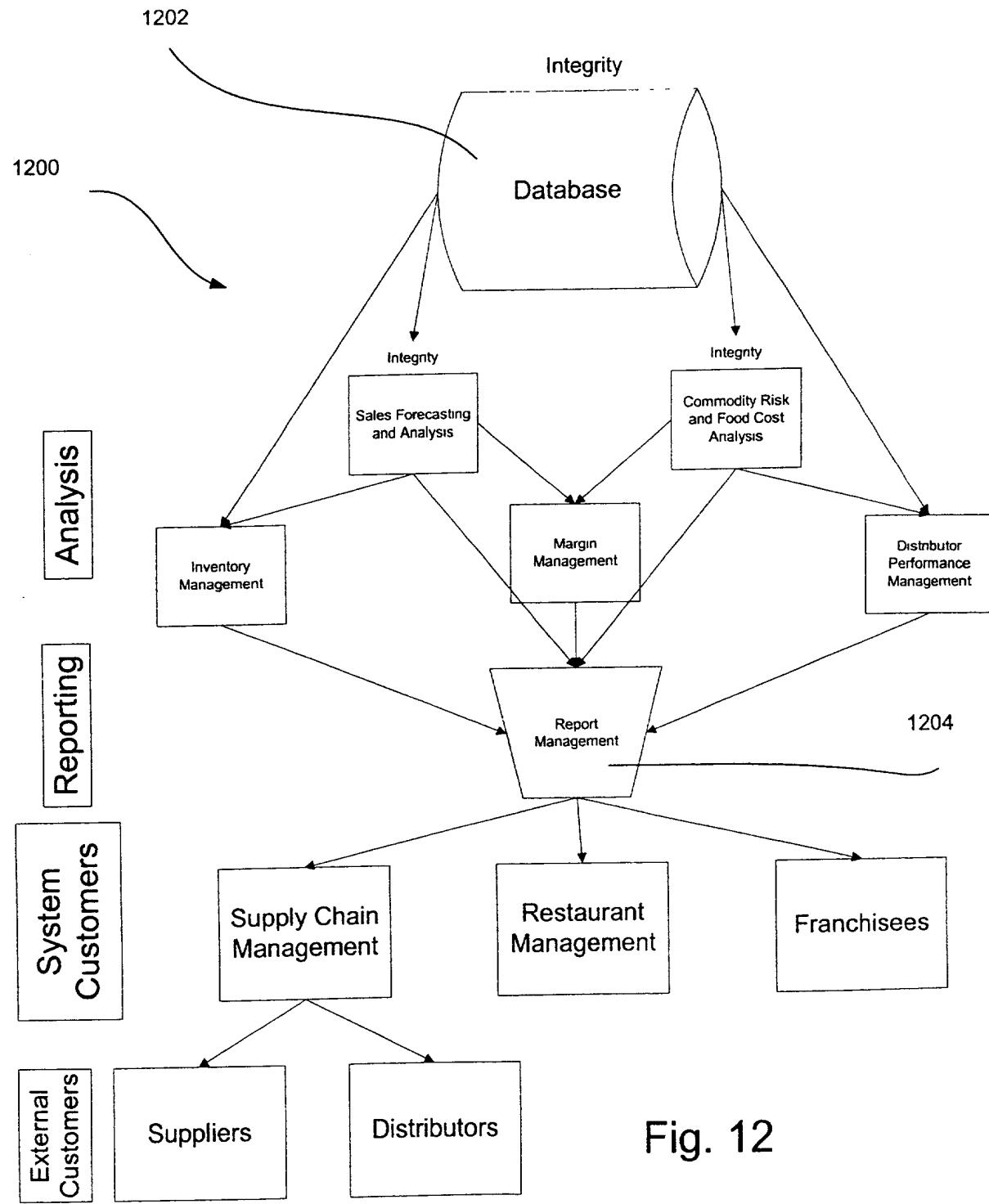


Fig. 12

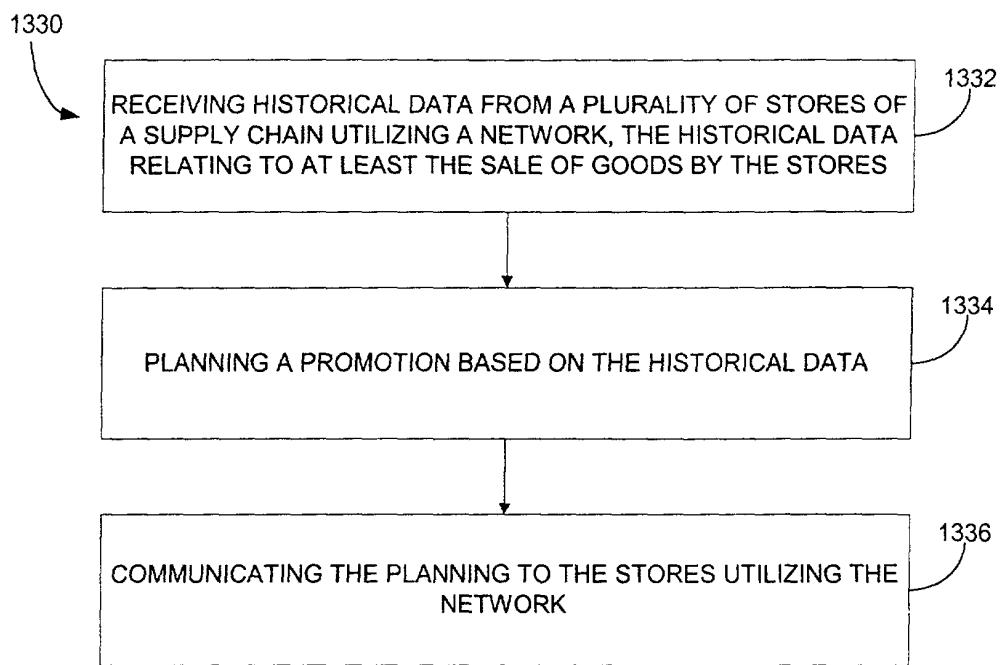


FIG. 13

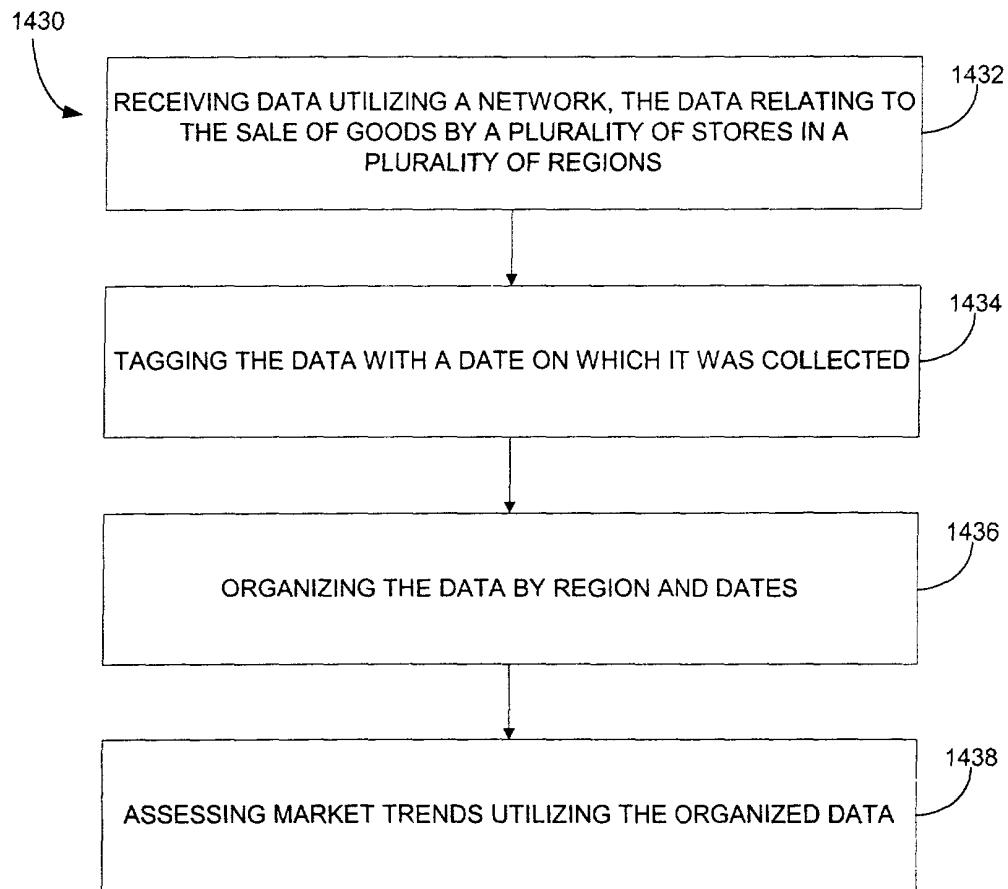


FIG. 14

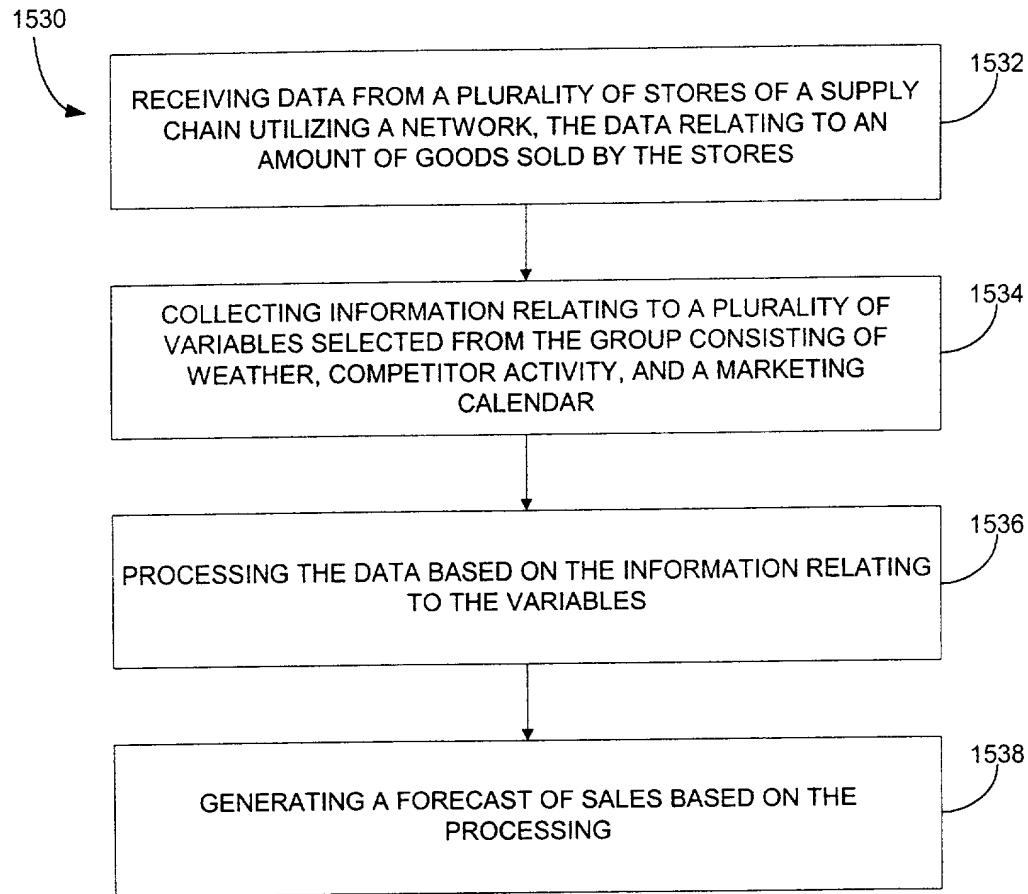


FIG. 15

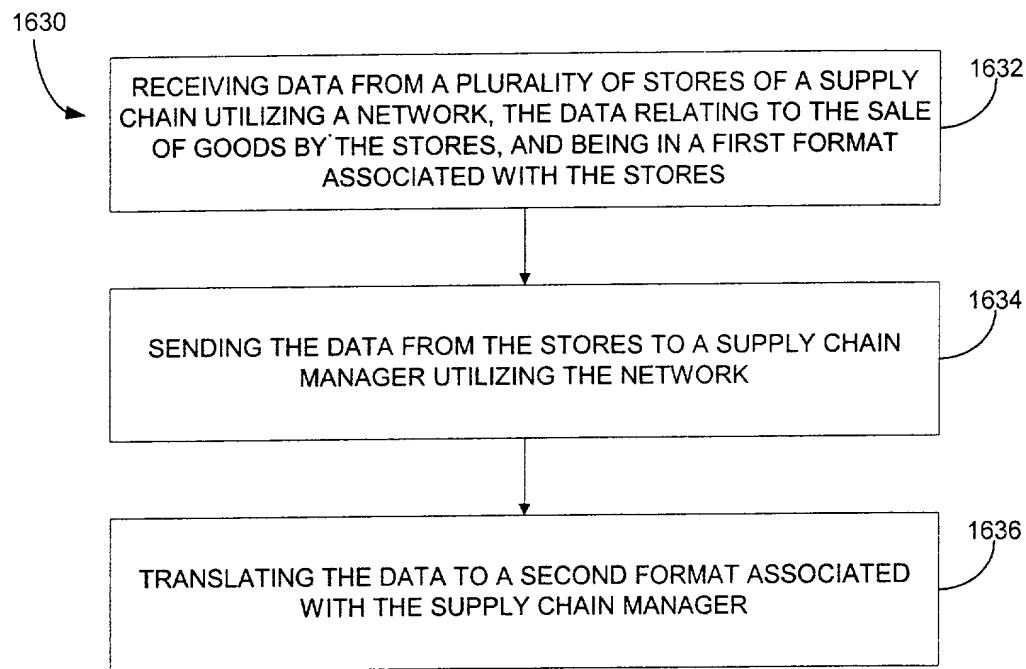


FIG. 16

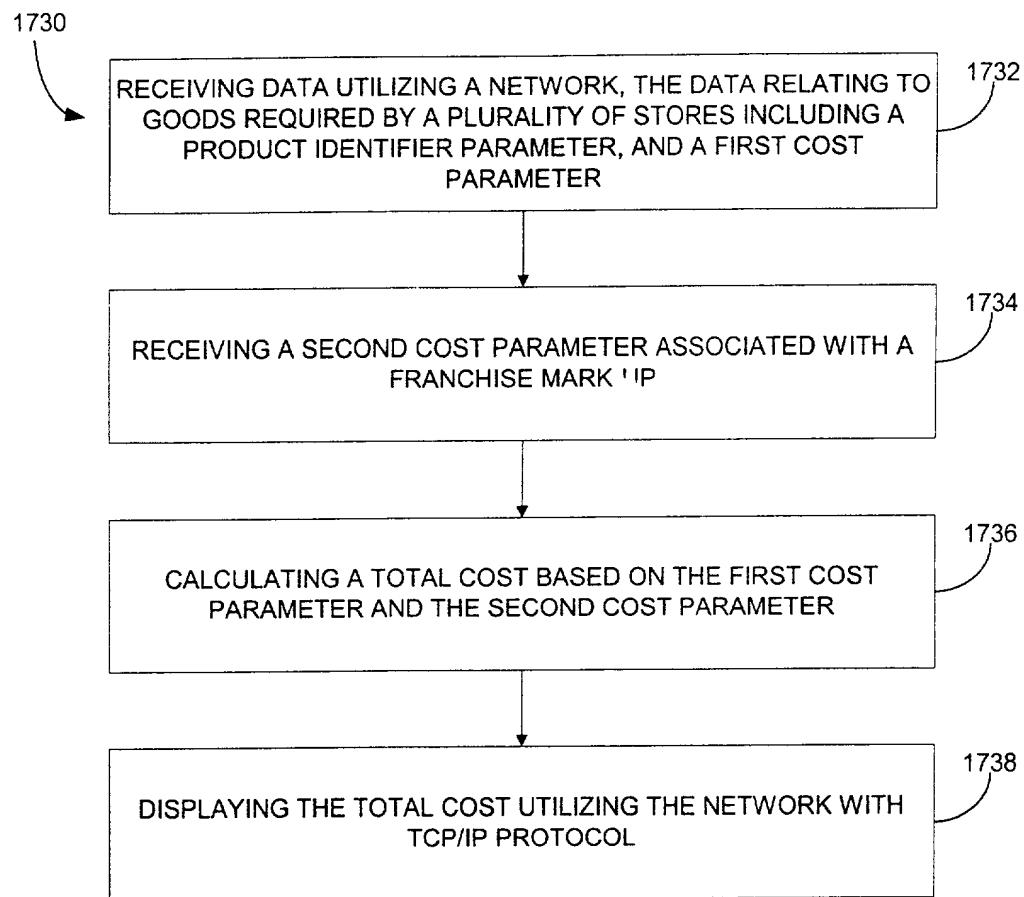


FIG. 17

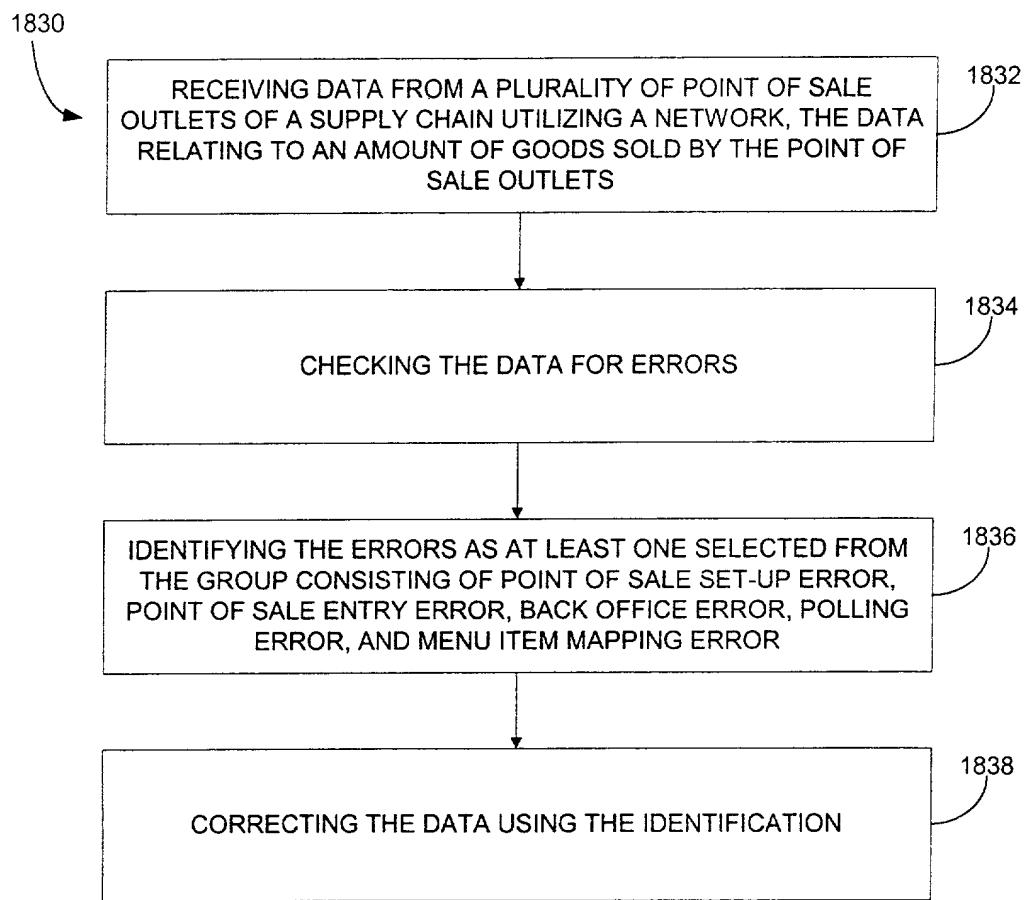


FIG. 18

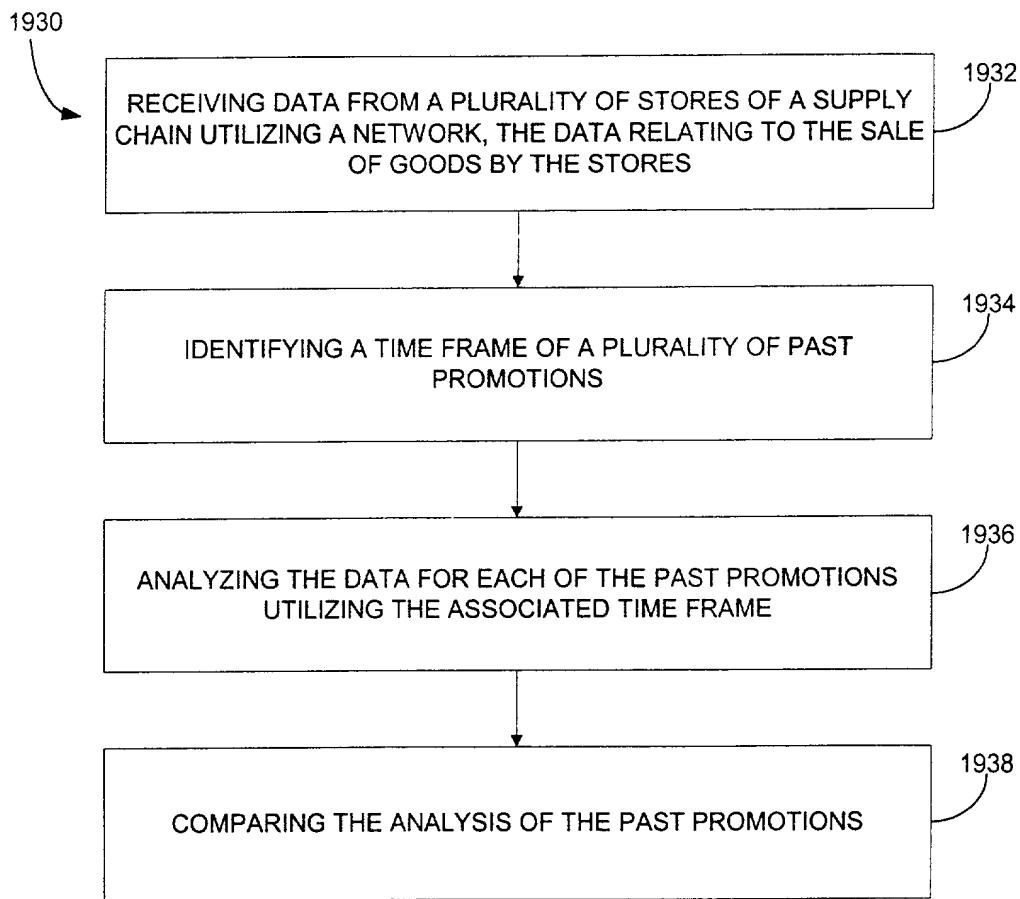


FIG. 19

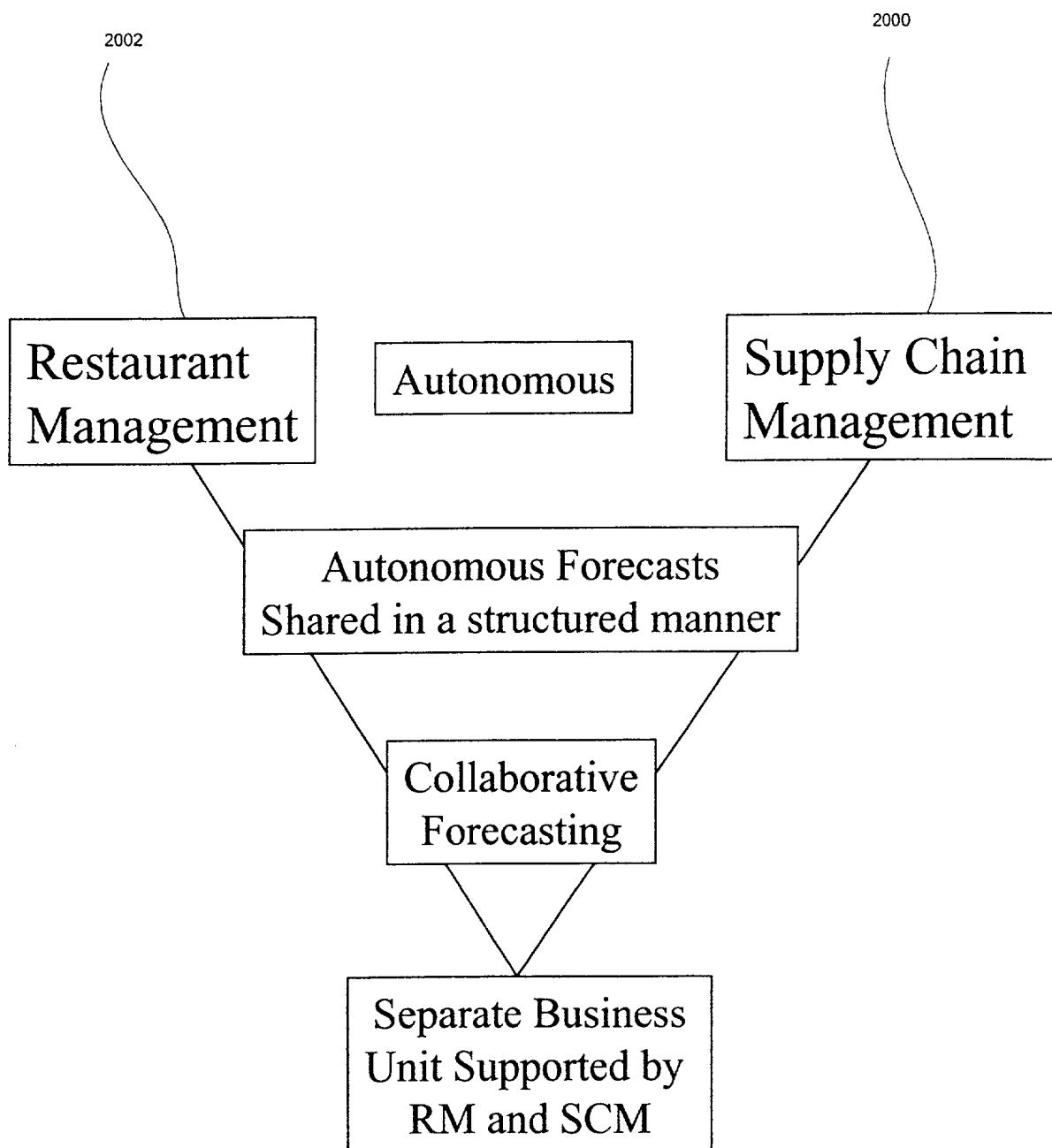
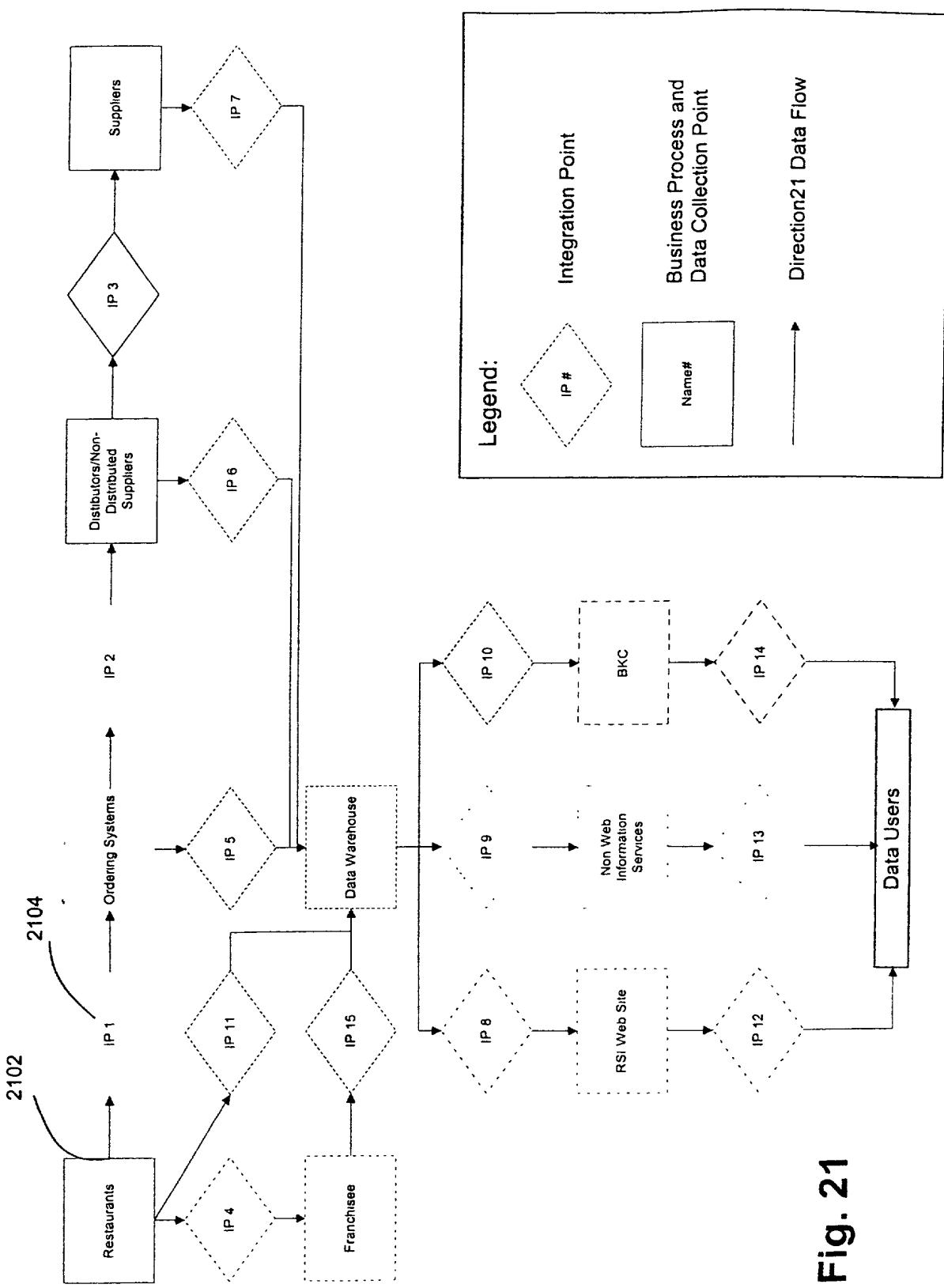


Fig. 20



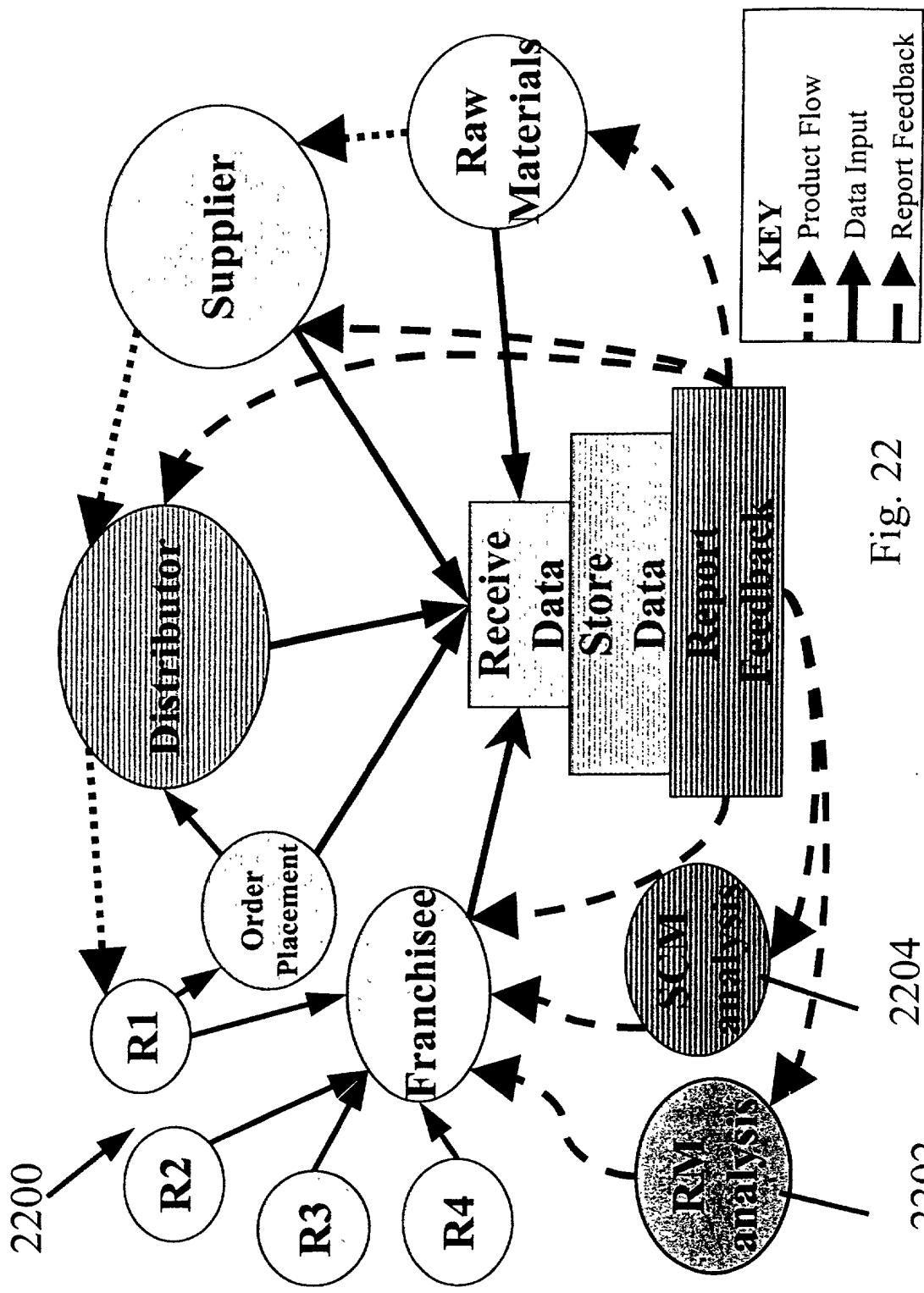


Fig. 22

2204

2202

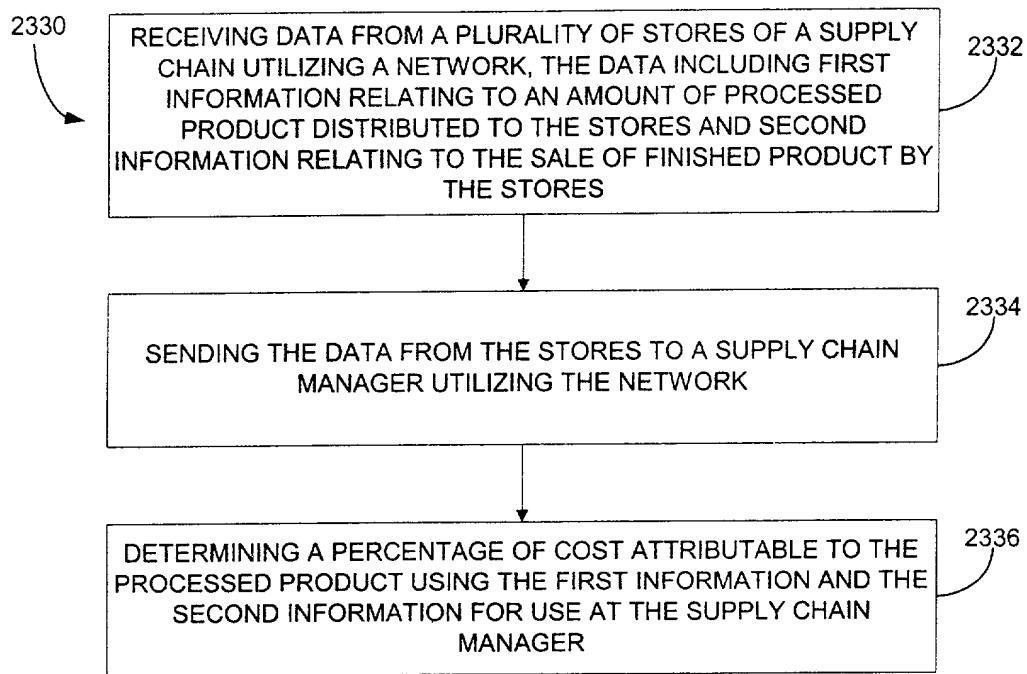


FIG. 23

FIG. 24

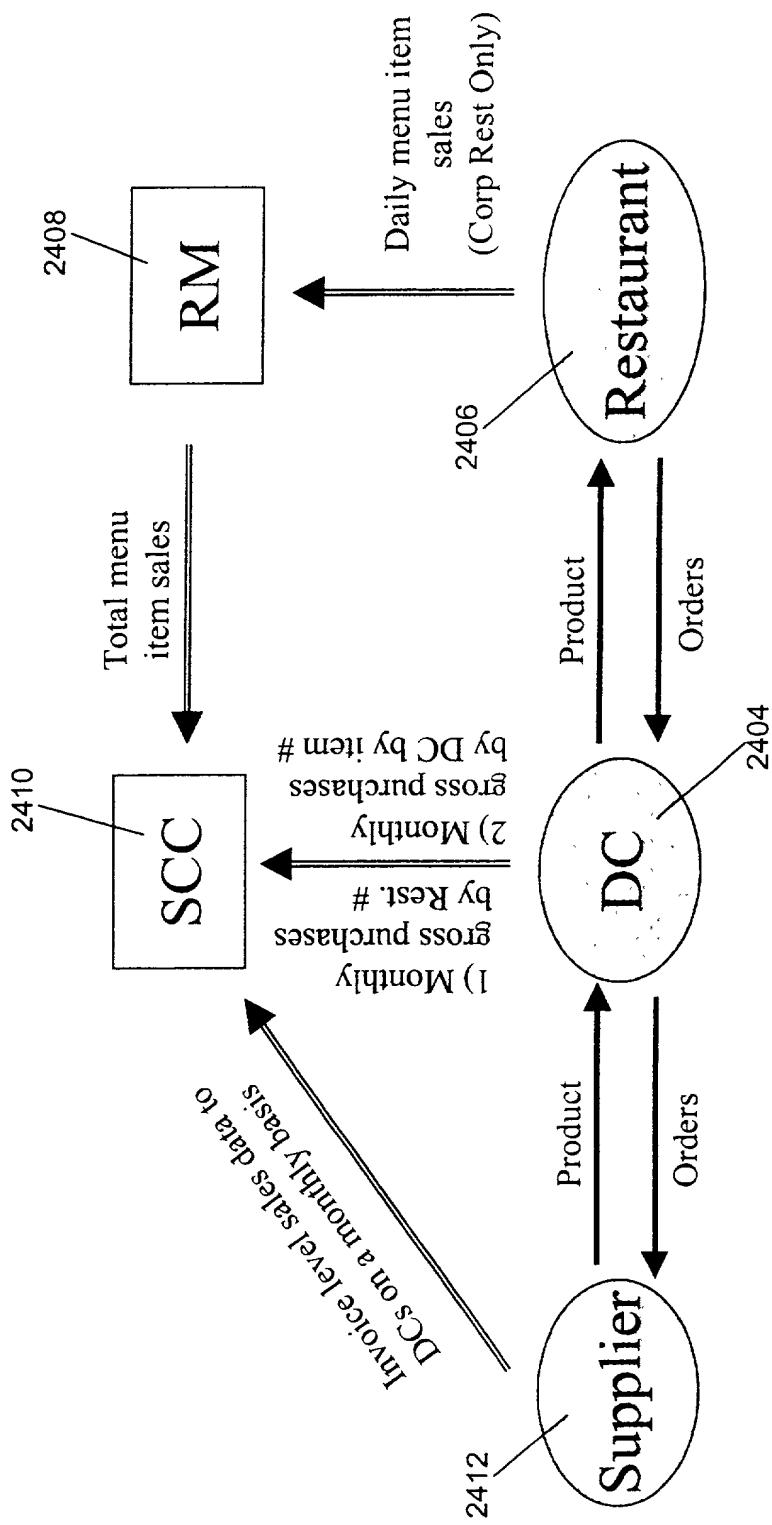


FIG. 25

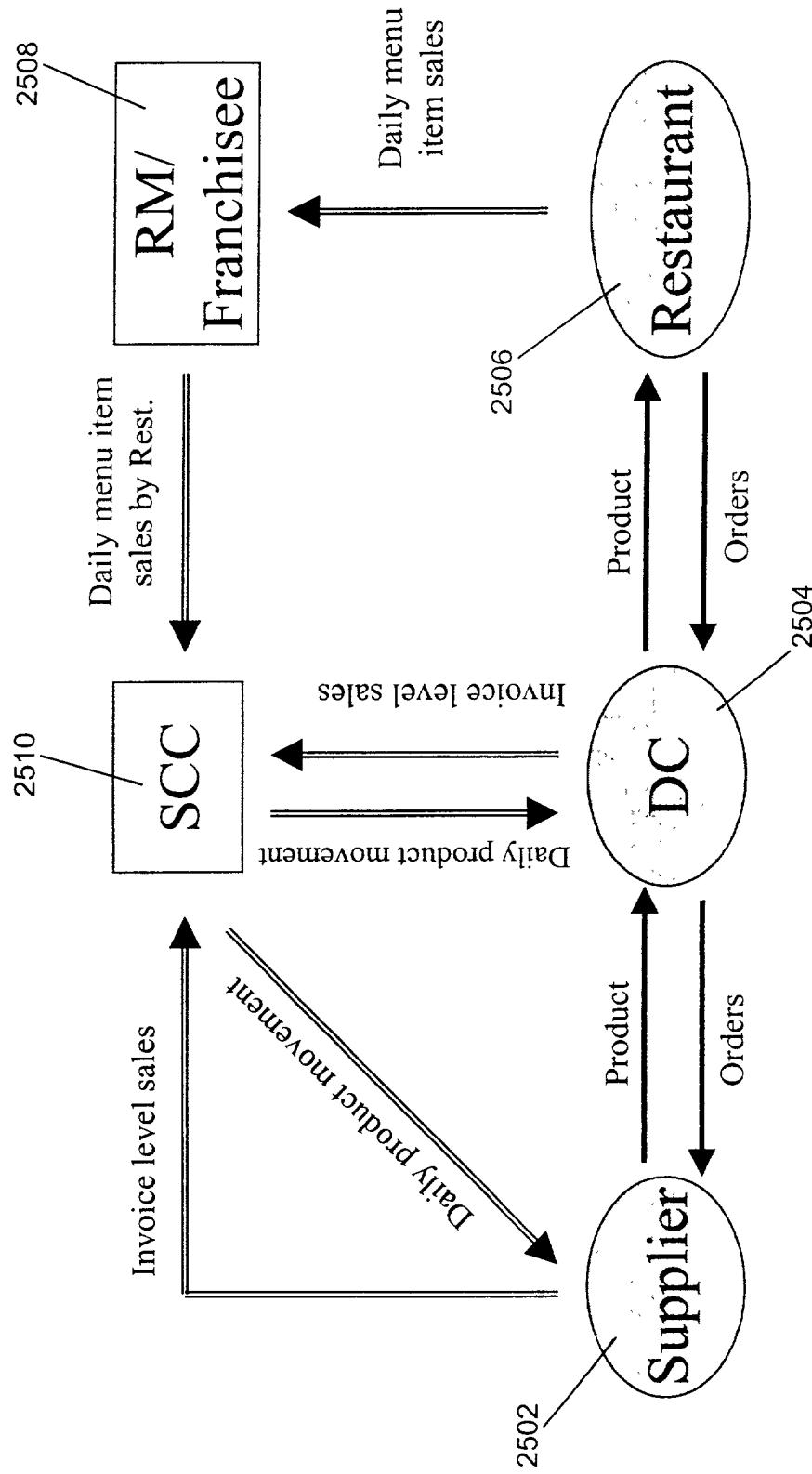


FIG. 26

Sales Forecast Worksheet - System										
Week	History					Forecast				
	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2
GRPs	Nin's Marketing Theme									
	Advertising Score									
	Local Considerations									
	Competition Index									
	Weather Index									
	Seasonality Index									
Sales History/Forecast Total (\$/store)										
Key Products by Menu Item (units/day/store)										
WHOOPERS	437	327	203	207	193	234	297	282	300	344
WHOOPERS W/CHEESE	208	172	143	140	135	155	196	172	163	394
YWWM WHOOPERS etc.....	805	723	701	692	623	760	921	829	900	943
Key Products by Inventory Item (cases/day/store)										
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8
Pickles - Pail	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.4	0.4
Ketchup- Bulk	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.9	1.8
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6

FIG. 27

Promotional Monitor - System & Regional												
Category	Segment	Week #1										
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200
Menu Item Sales for Key Products(units/restaurant/week)												
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26
	YWWM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209
Variance from Expected (Highlighted Areas are Outside of Expected Range)												
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%
	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%

2700

2702

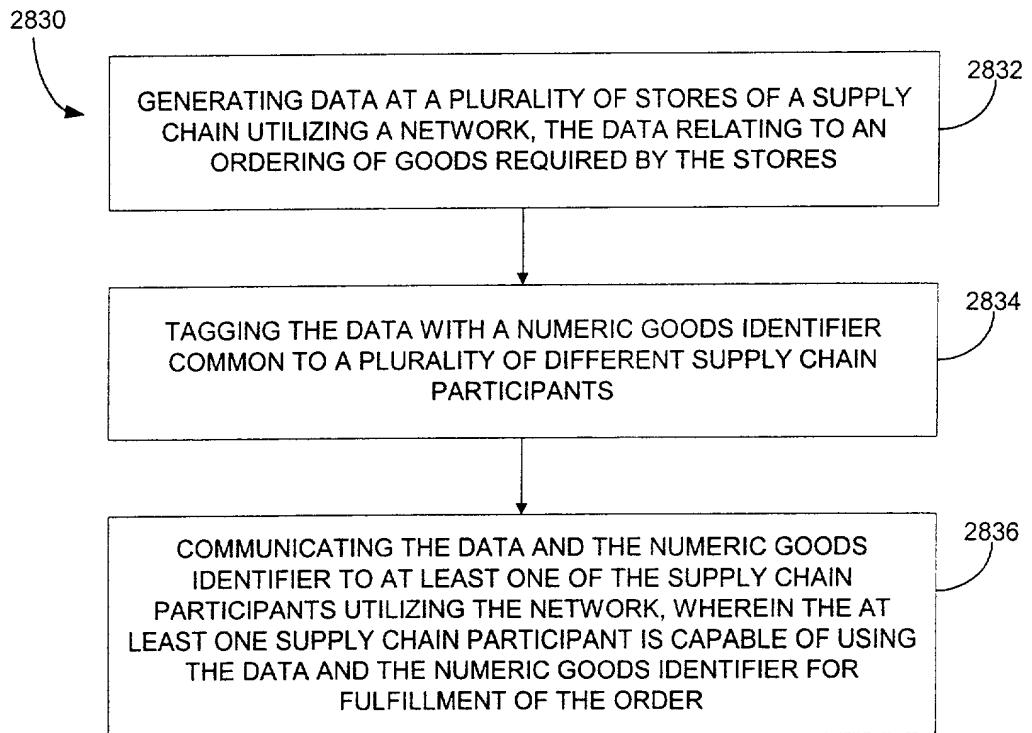


FIG. 28

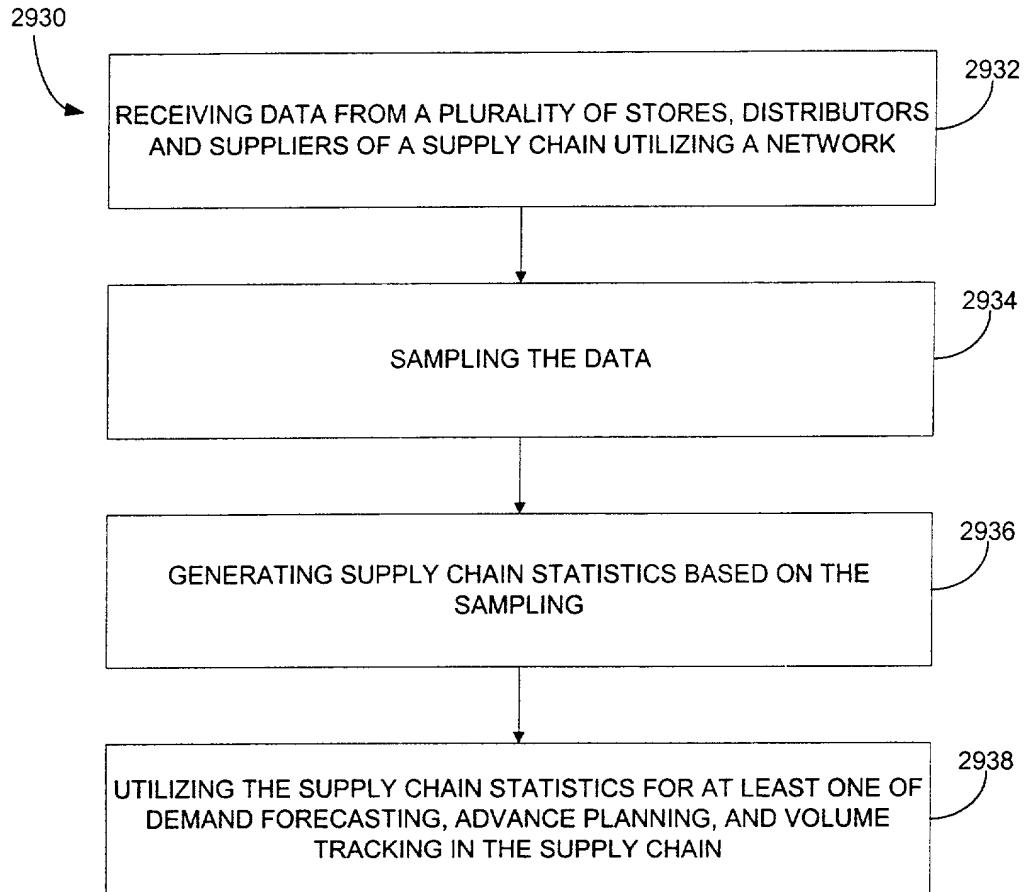
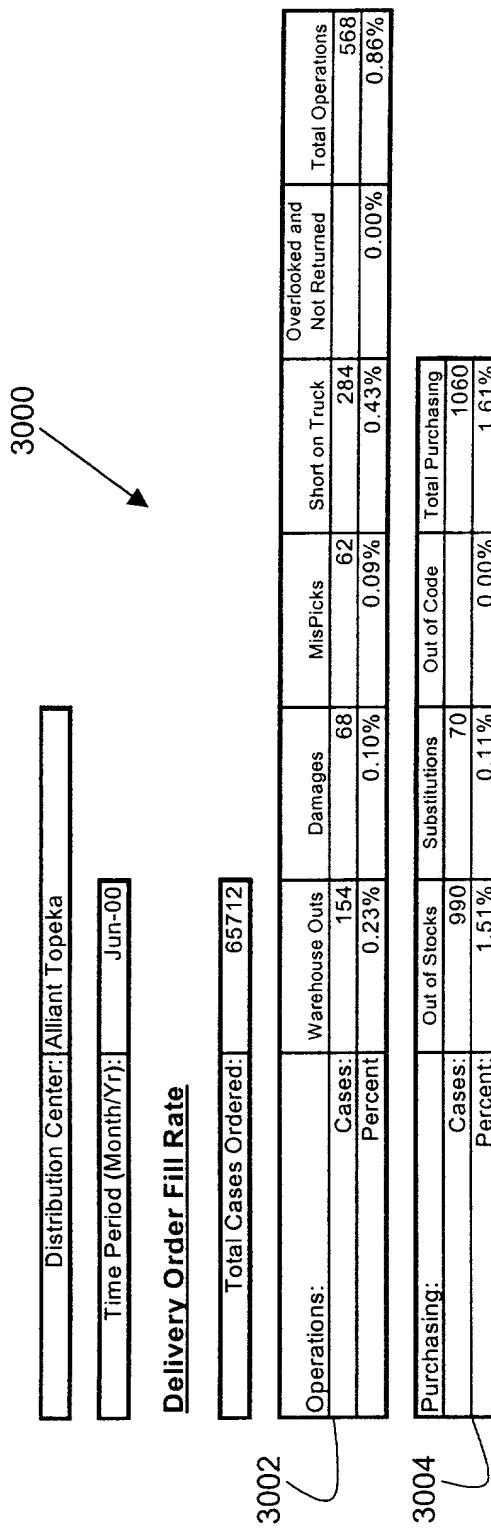


FIG. 29



On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	725
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

F D G H J L M E E P H E E G D

3100
→

Alliant - Monthly DC Data Feed Performance
August 2000
Mock Report

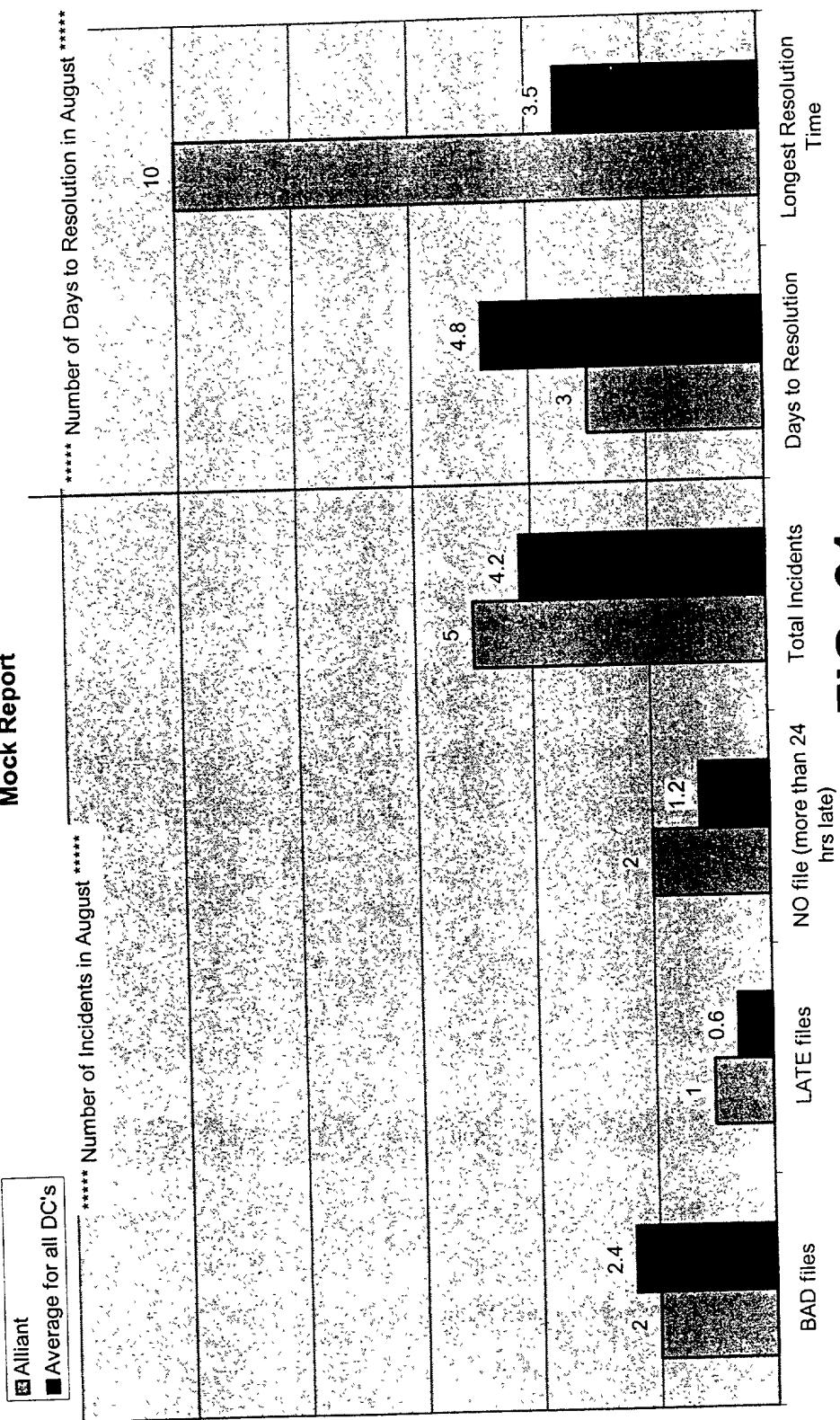


FIG. 31



Service Level Reporting

August

3200

	Fill Rate	On-Time	Perfect Order
Alliant-Paducah	99.14%		
Alliant-Topella	99.05%		
Alliant-Wixom	99.34%		78.70%
King-Atlanta			
King-Jacksonville			
King-Louisville			
Maines 29-Conklin	99.41%		79.25%
Maines 30-Cleveland	99.41%		
Maines Long Island			79.83%
Maines New England	99.13%		#DIV/0!
MBM Fullerton			#DIV/0!
MBM Lewisville			#DIV/0!
MBM Orlando			#DIV/0!
MBM Rocky Mount	99.13%		#DIV/0!
McCabe's			
McLane Lubbock	#DIV/0!		#DIV/0!
Nicholas & Co.			
PFD Supply	99.16%		
PFG Victoria	99.42%	#DIV/0!	
PYA/Monarch	99.20%		
Reinhart-Cedar Rapids			99.05%
Reinhart-Oak Creek			99.31%
Reinhart-Rogers			
Restaurants NW	99.03%		80.77%
Shamrock Commerce City			85.13%
Shamrock Phoenix	98.81%		
Sigma Harrisburg			
Sigma Stockton			
Sysco			

	Fill Rate	On-Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

	OK	Didn't meet RSI Min	Didn't meet BK Min

FIG. 32

FIG. 33

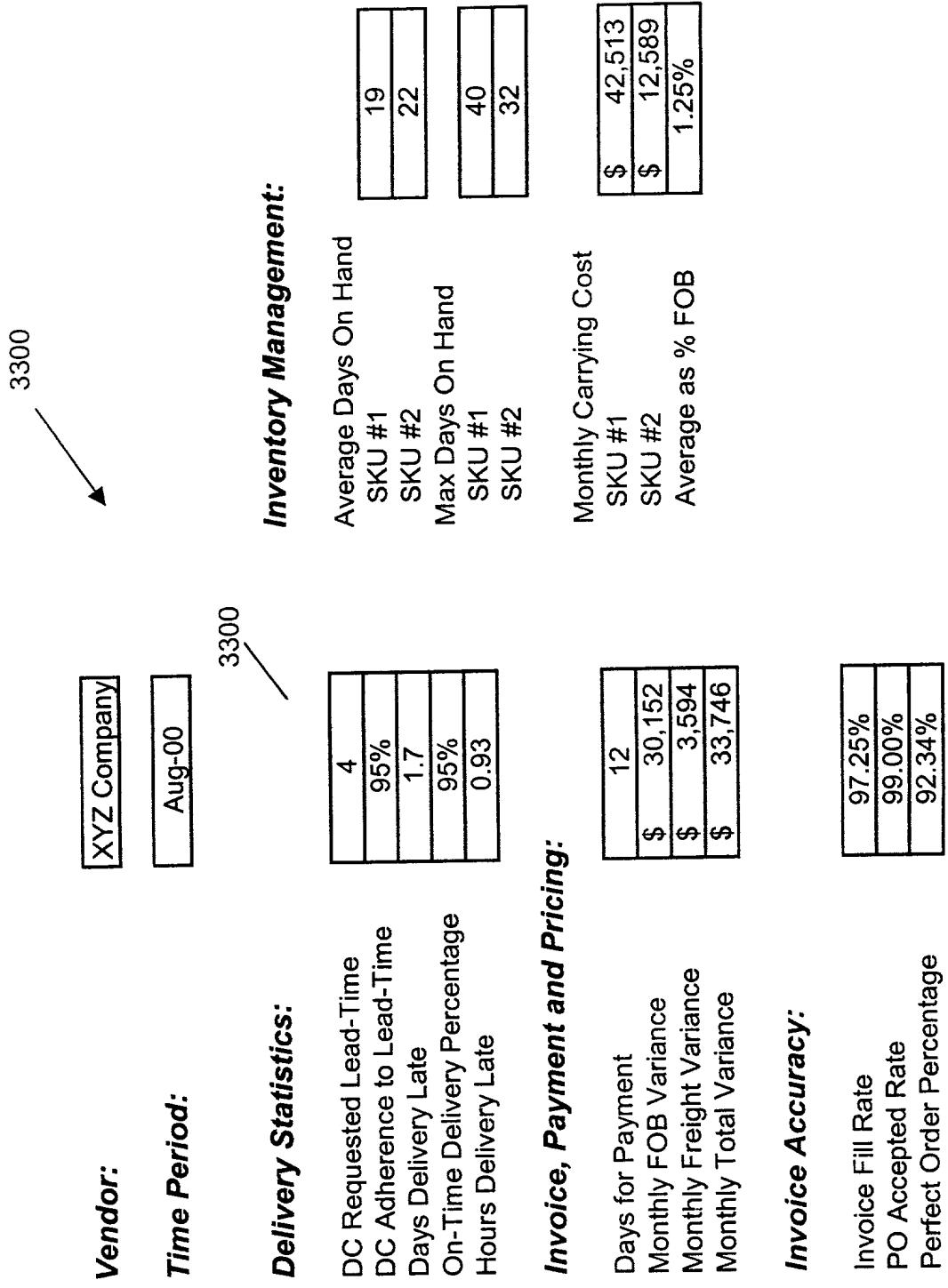


FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400

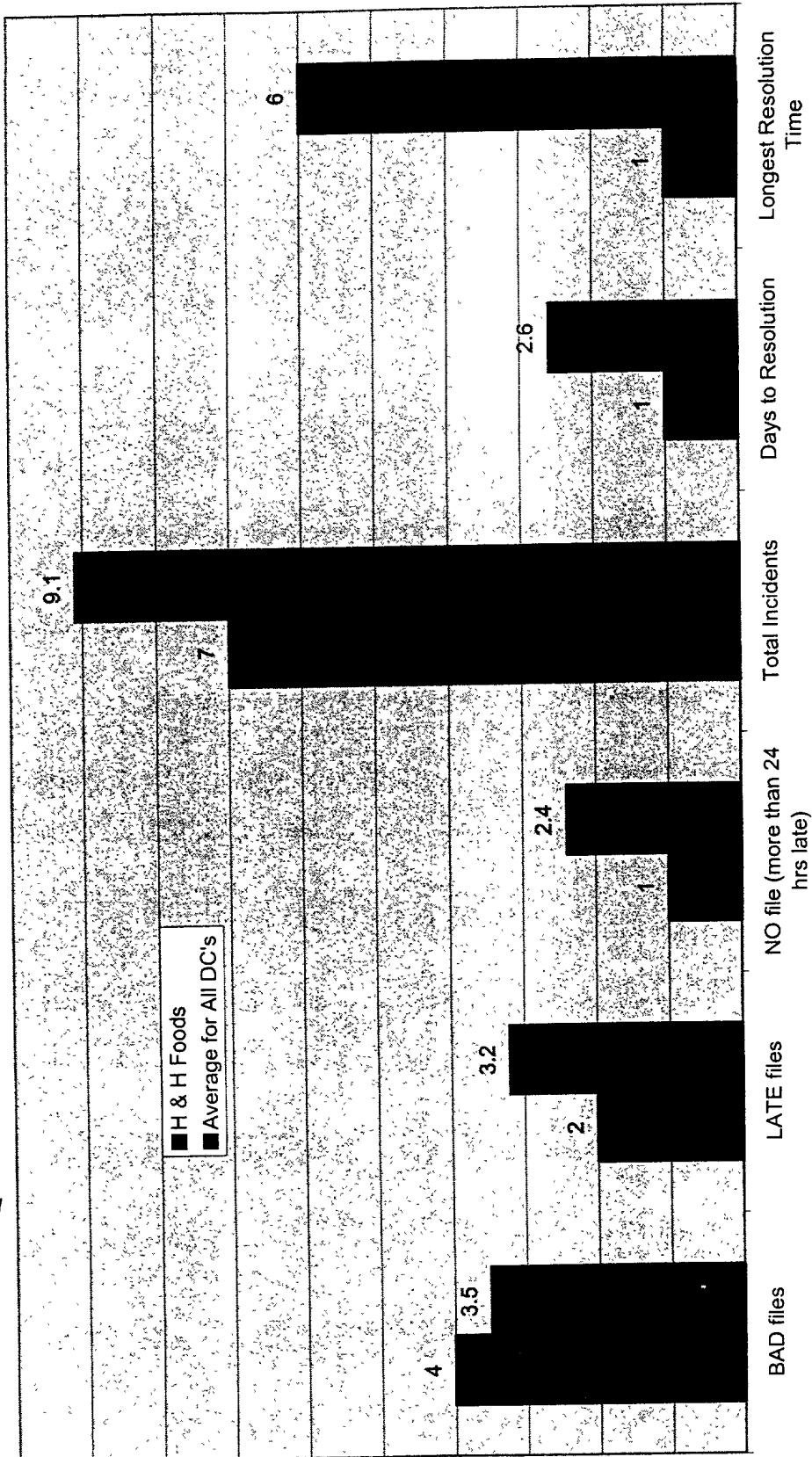


FIG. 35



3500

Service Level Reporting November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES			
COMARK INSTRUMENTS, INC.			
WHITEFORD FOODS, INC.			
LEPAGE BAKERY / COUNTRY KITCHEN			
NCR-SYSTEMMEDIA			
SIGNATURE MEATS GROUP			
SCHWEBEL'S BAKING CO.			
MAUI CUP			
MIRA PLASTICS			
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.			
FORT JAMES OPERATING COMPANY			
FRESH ADVANTAGE/KO			
SILVER KING - MN - CORP			
TYSON FOODS			
READY ACCESS			
GEORGIA PACIFIC TISSUE			
CLUGHERTY PACKING			
BEVERAGE + AIR			
COMPONENT HARDWARE GROUP, INC.			
COCOA COLA USA			
TOASTMASTER			
GRANT COUNTY FOODS			
FRESH EXPRESS			
TAYLOR FARMS			
MODULAR DISPENSING SYSTEM			
CENTURY PRODUCTS, LLC			
ROSE PACKING COMPANY			

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min

Mock Report/1

3600
↓

	FY-01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
Food Cost Index									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59		0.30					
Good/(Bad)									
Total Dollar Purchases (in Millions) /2									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

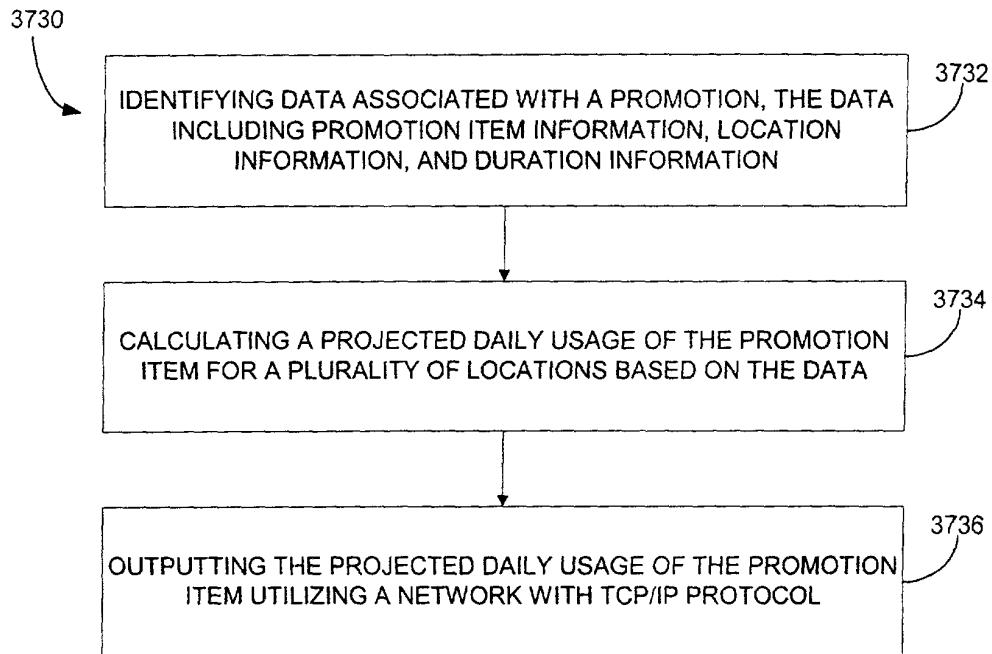


FIG. 37

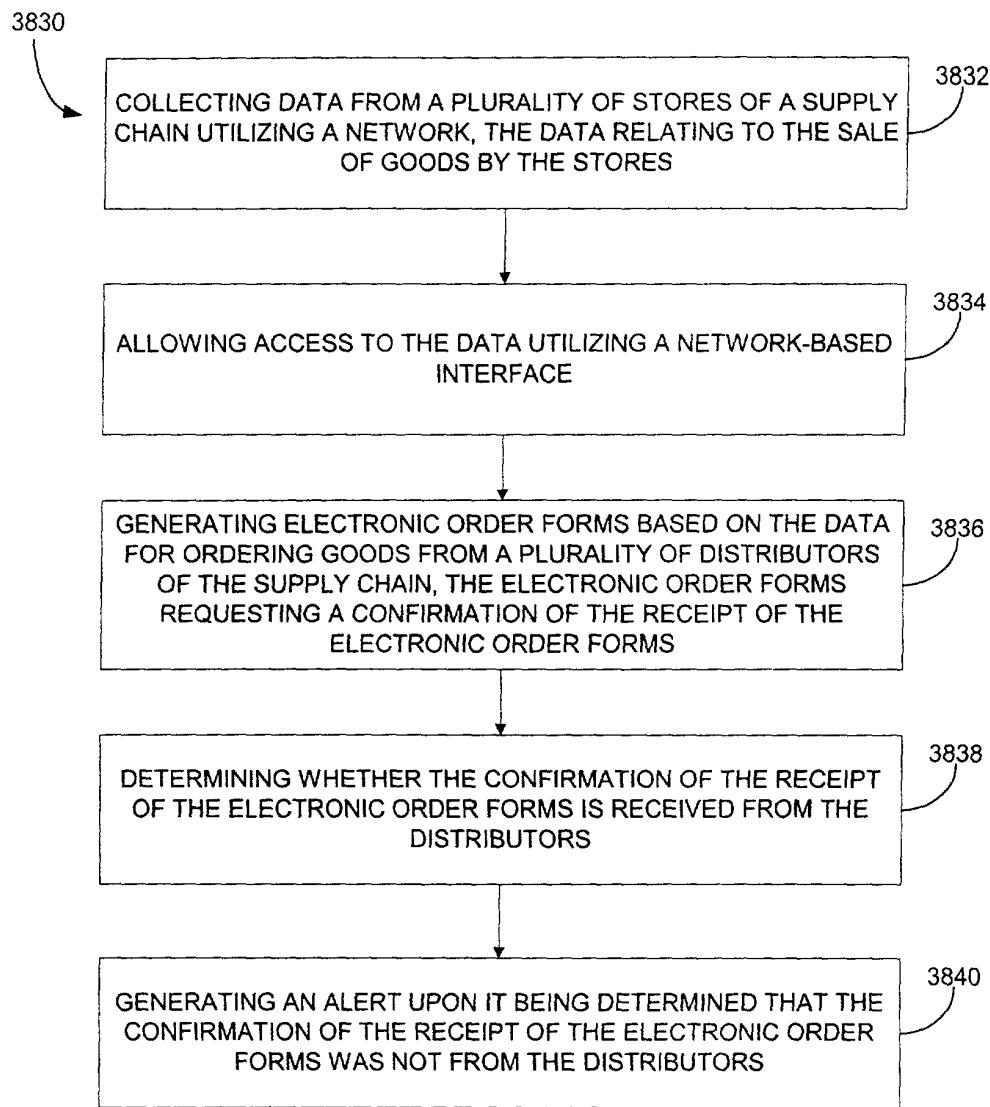


FIG. 38

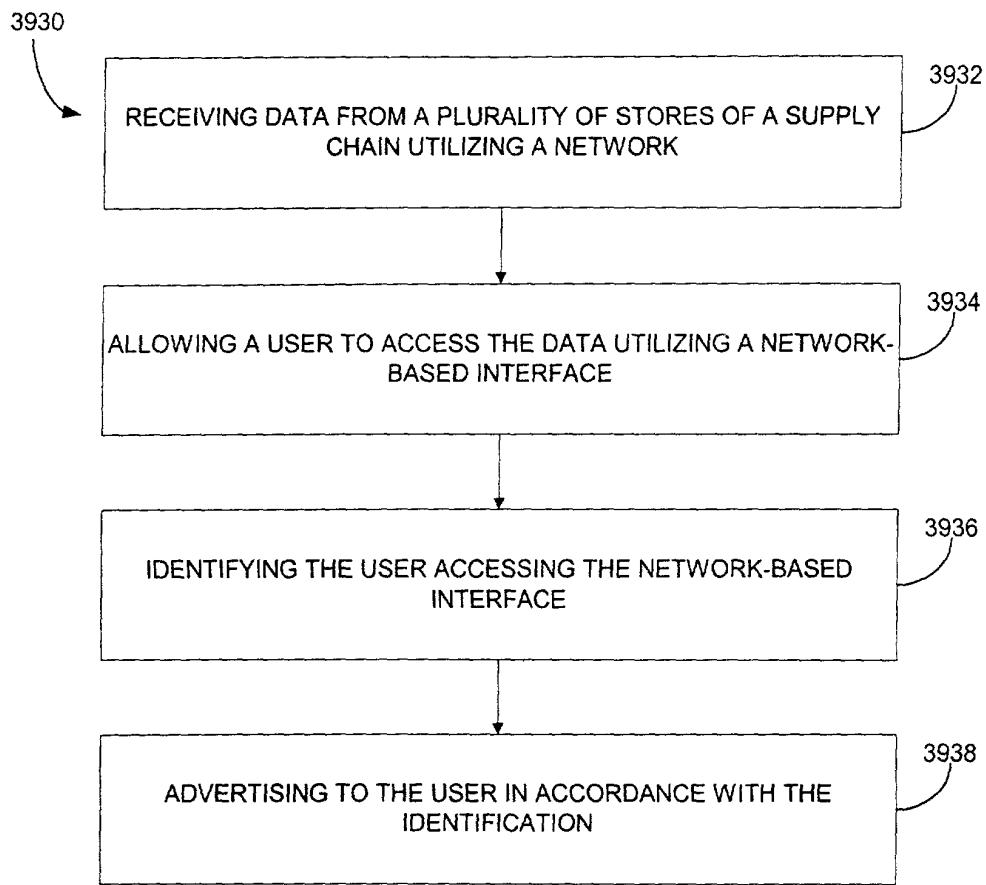


FIG. 39

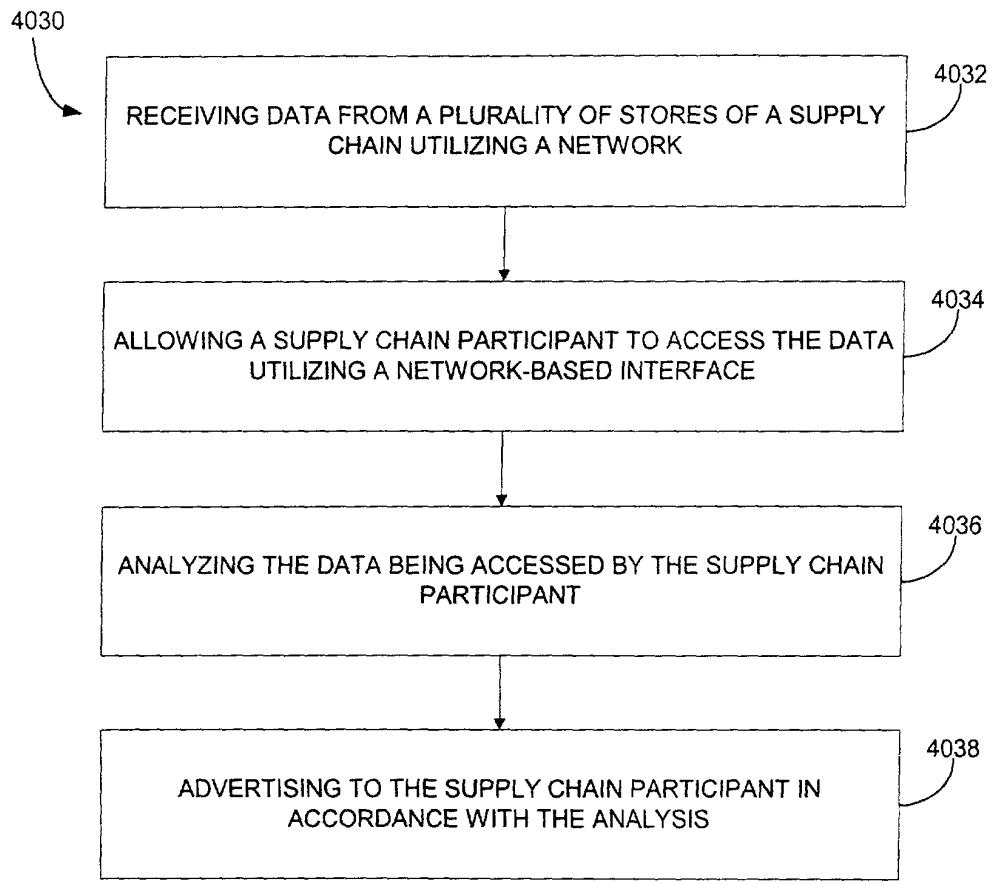


FIG. 40

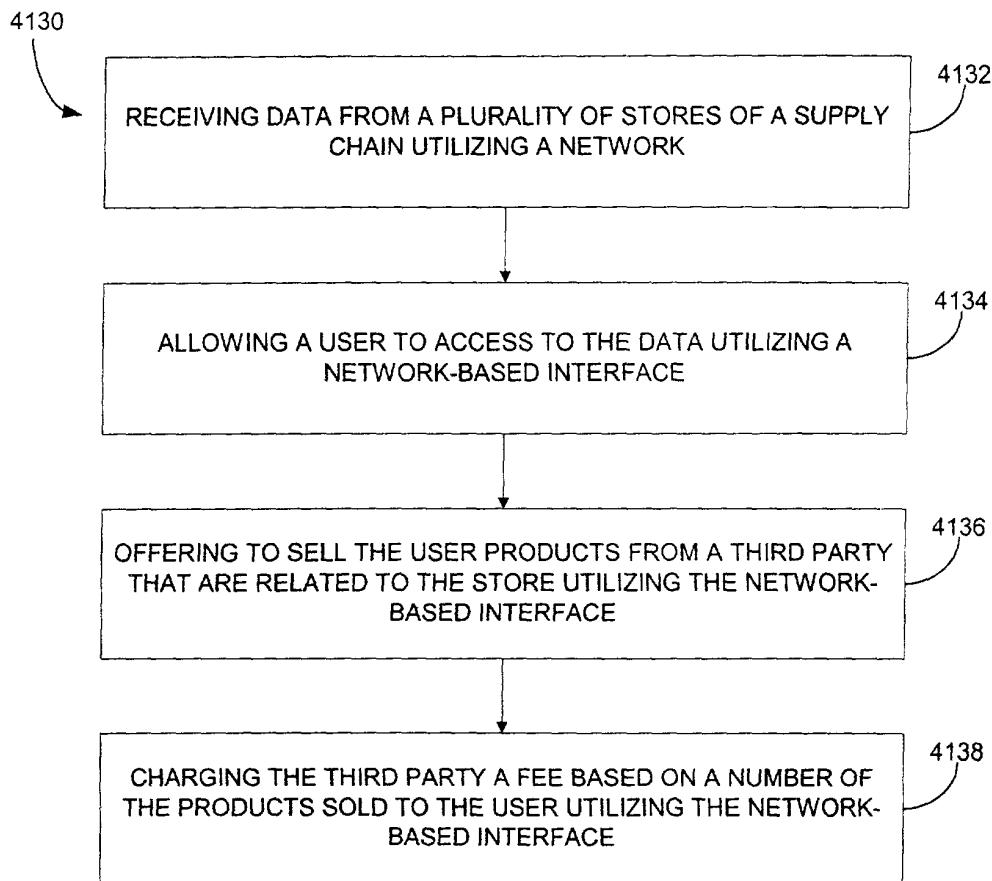


FIG. 41

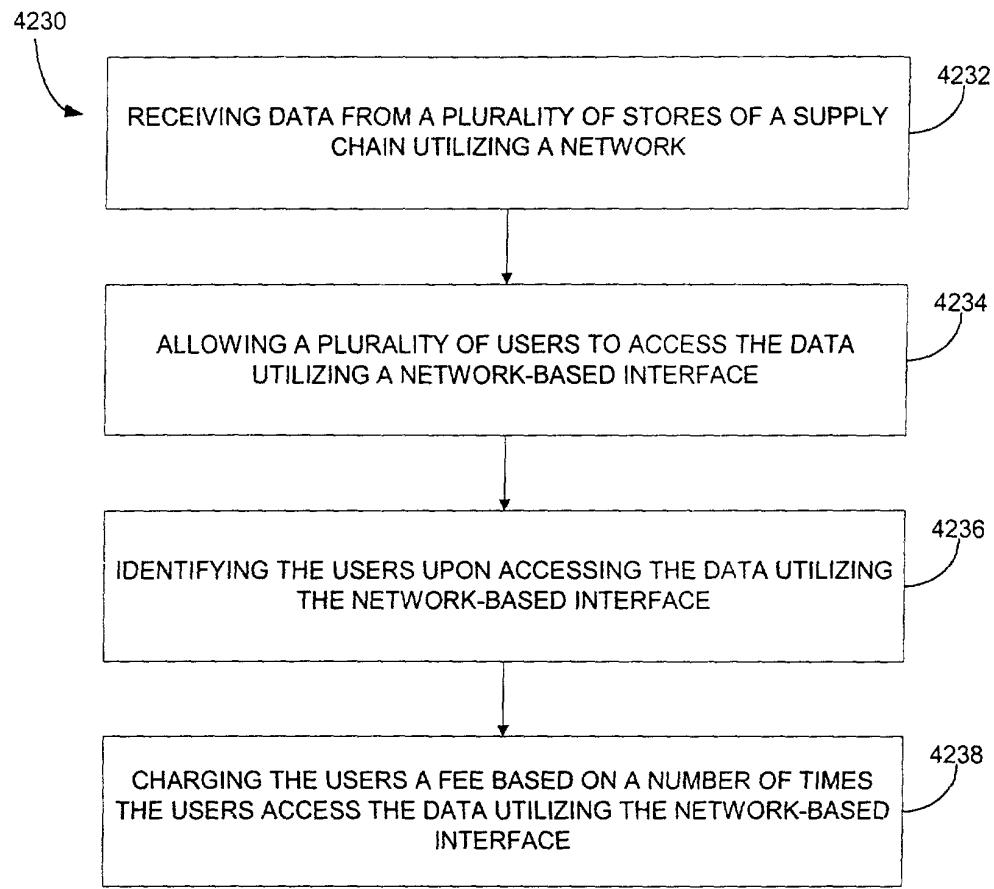


FIG. 42

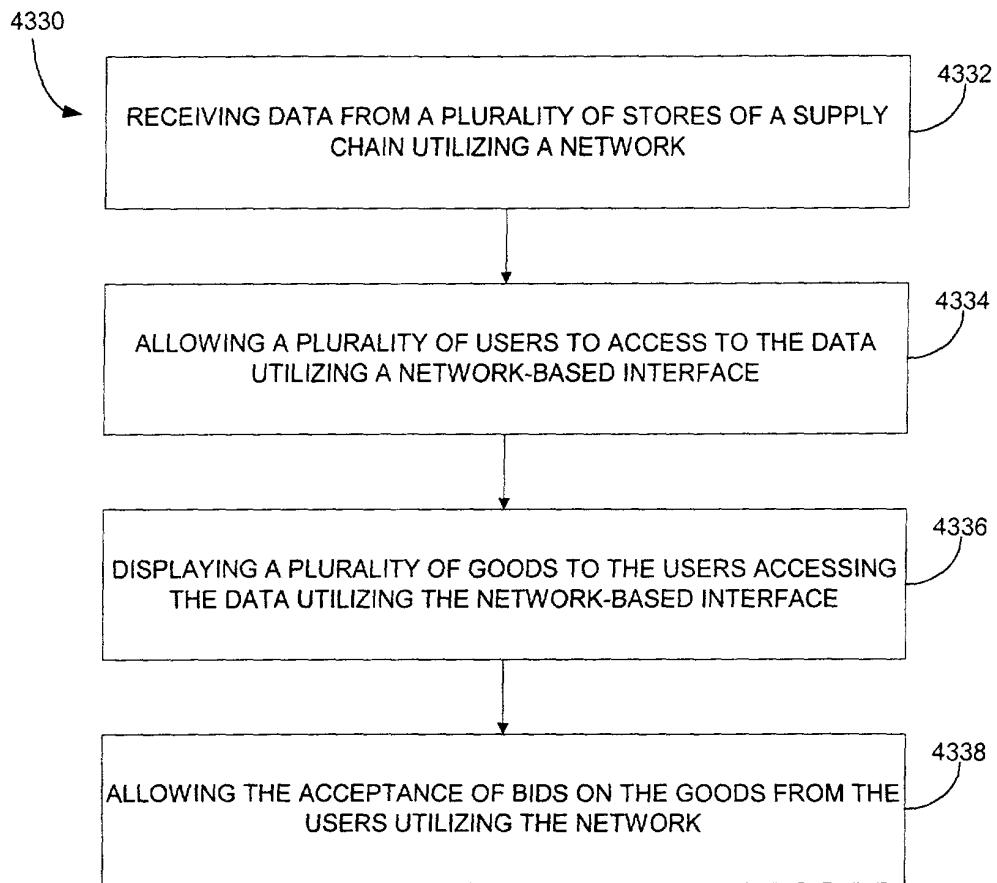


FIG. 43A

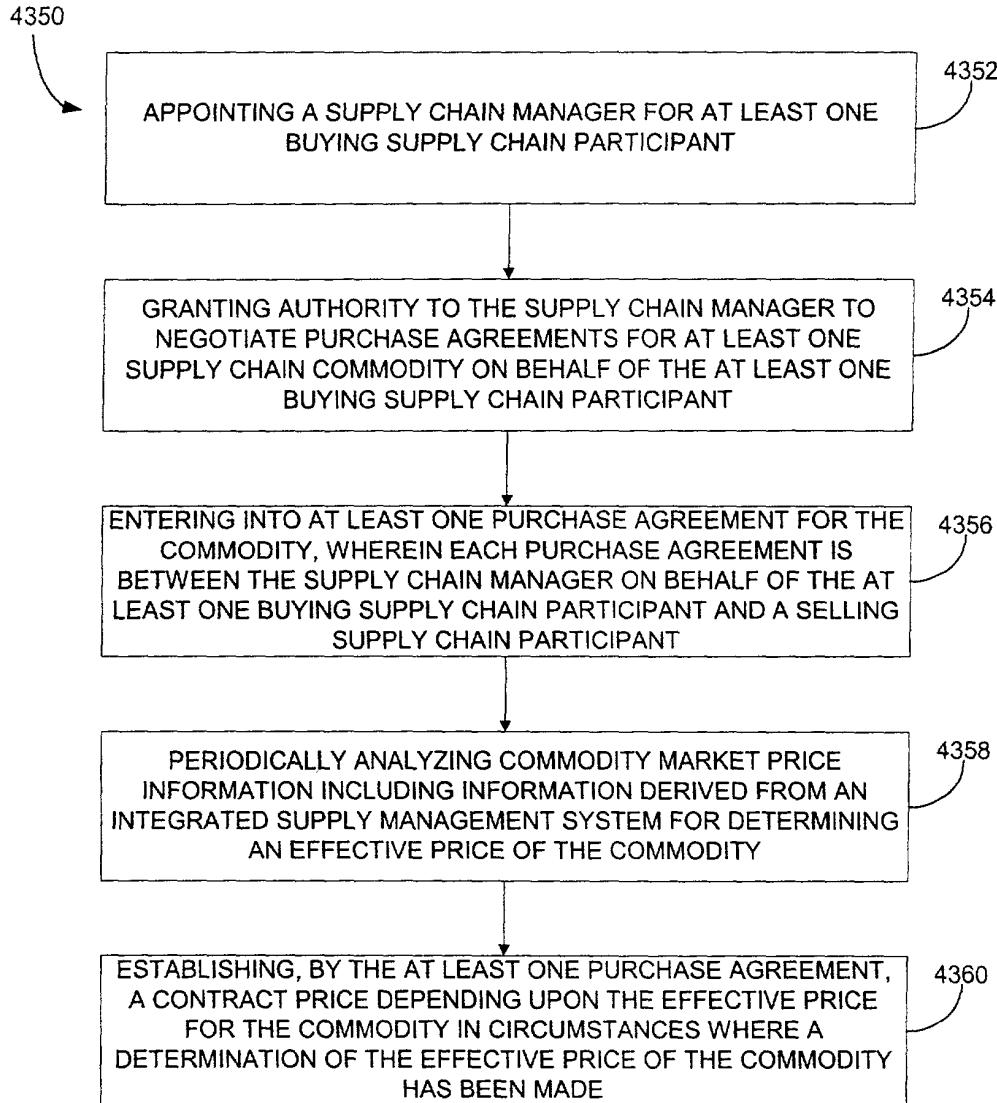


FIG. 43B

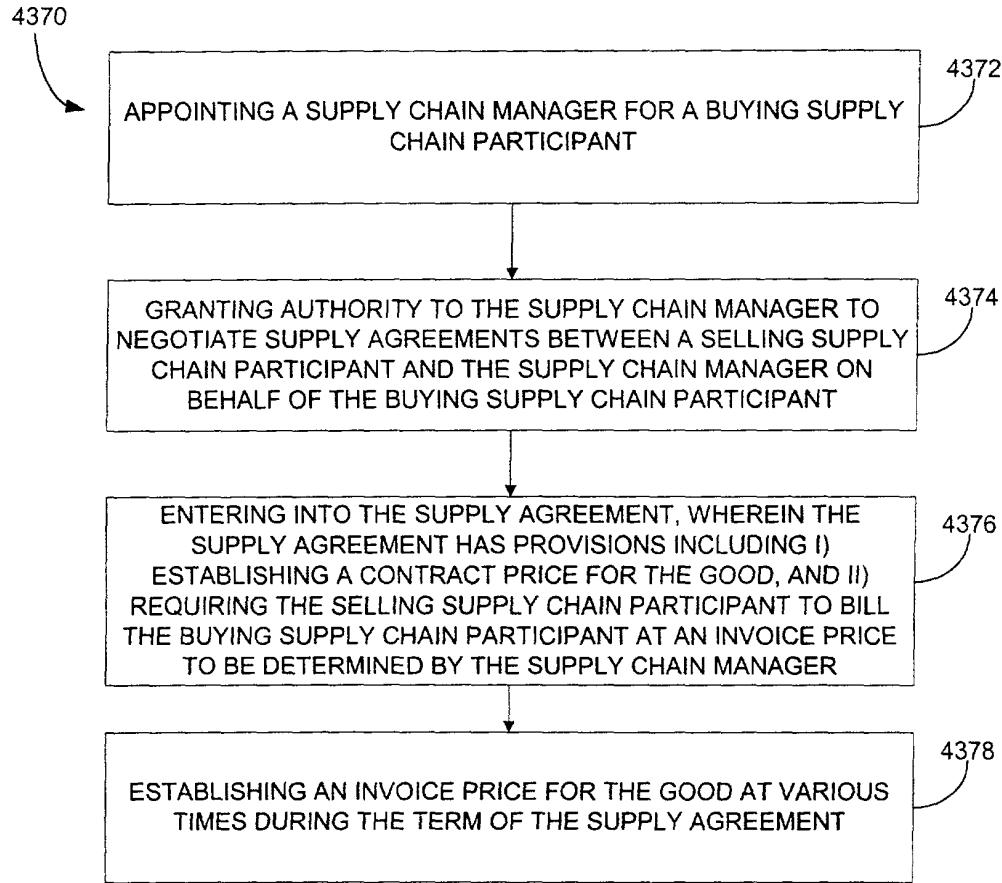


FIG. 43C

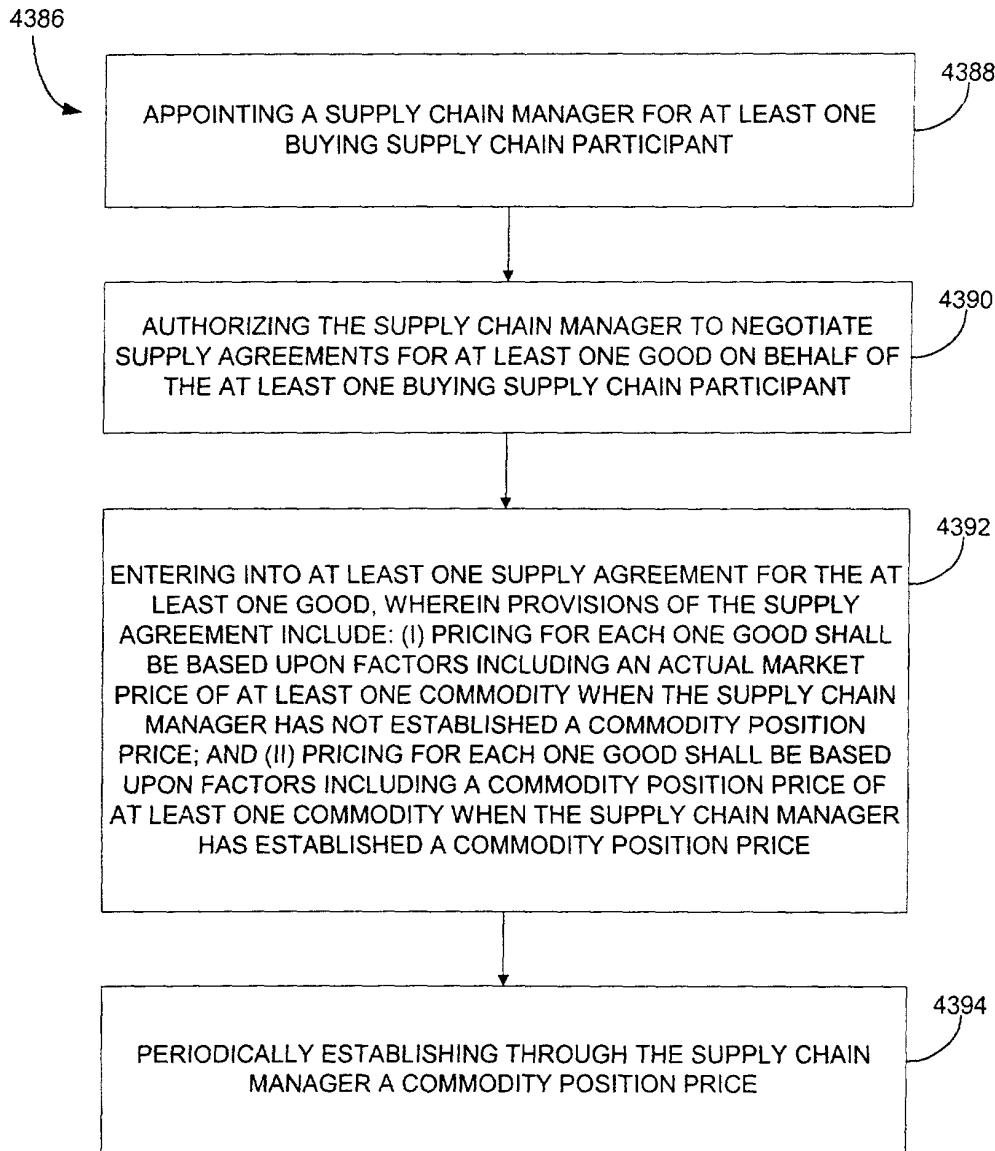


FIG. 43D

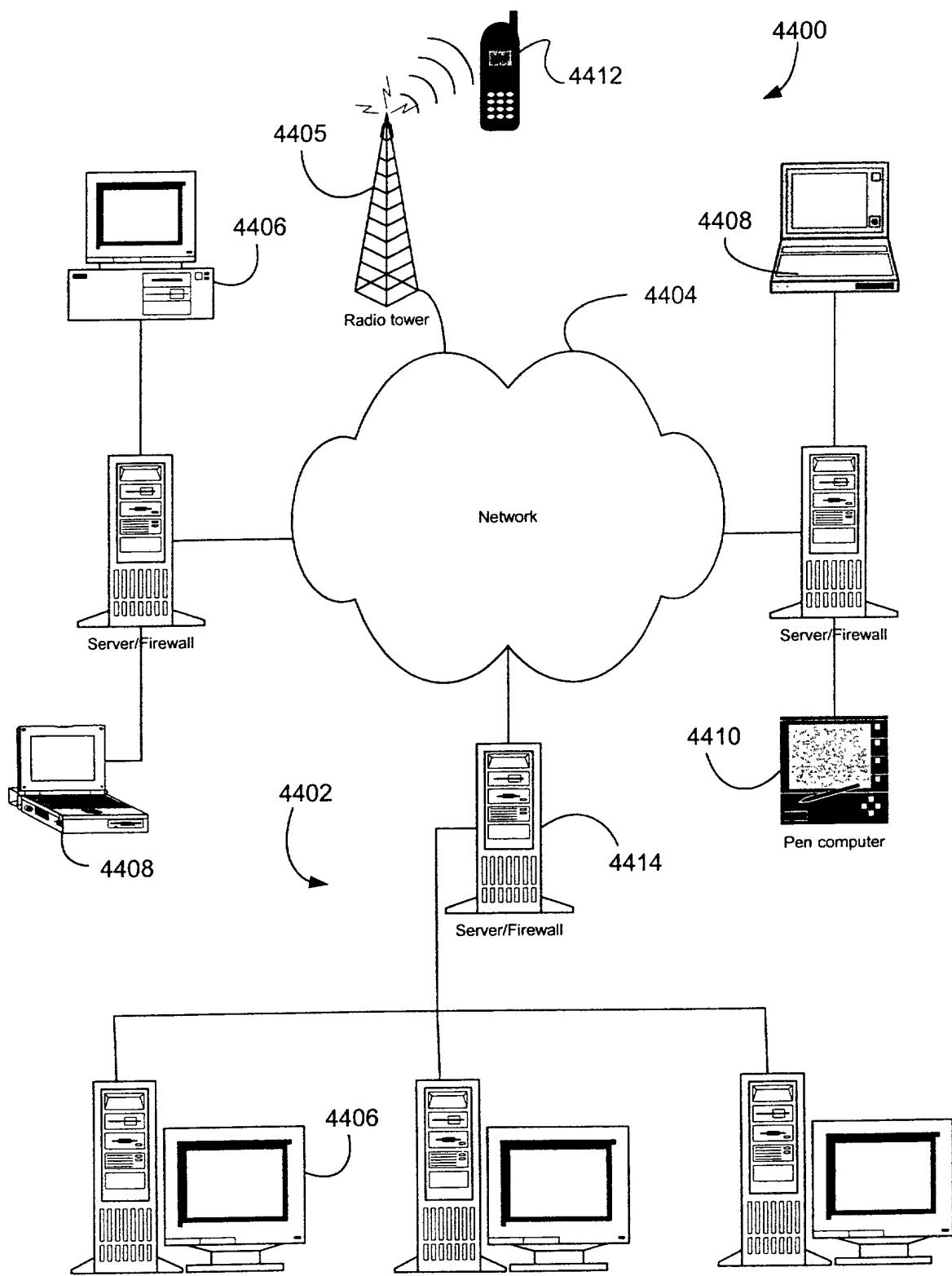
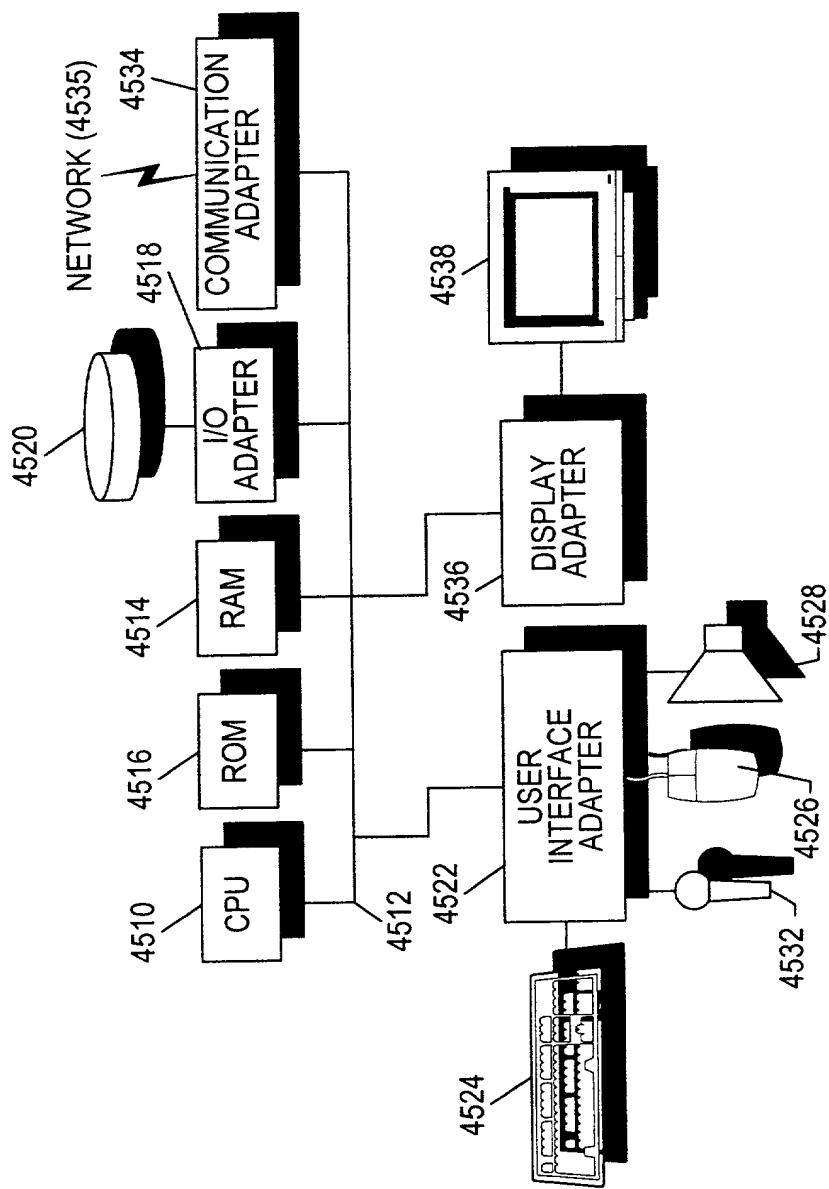


FIG. 44

FIG. 45



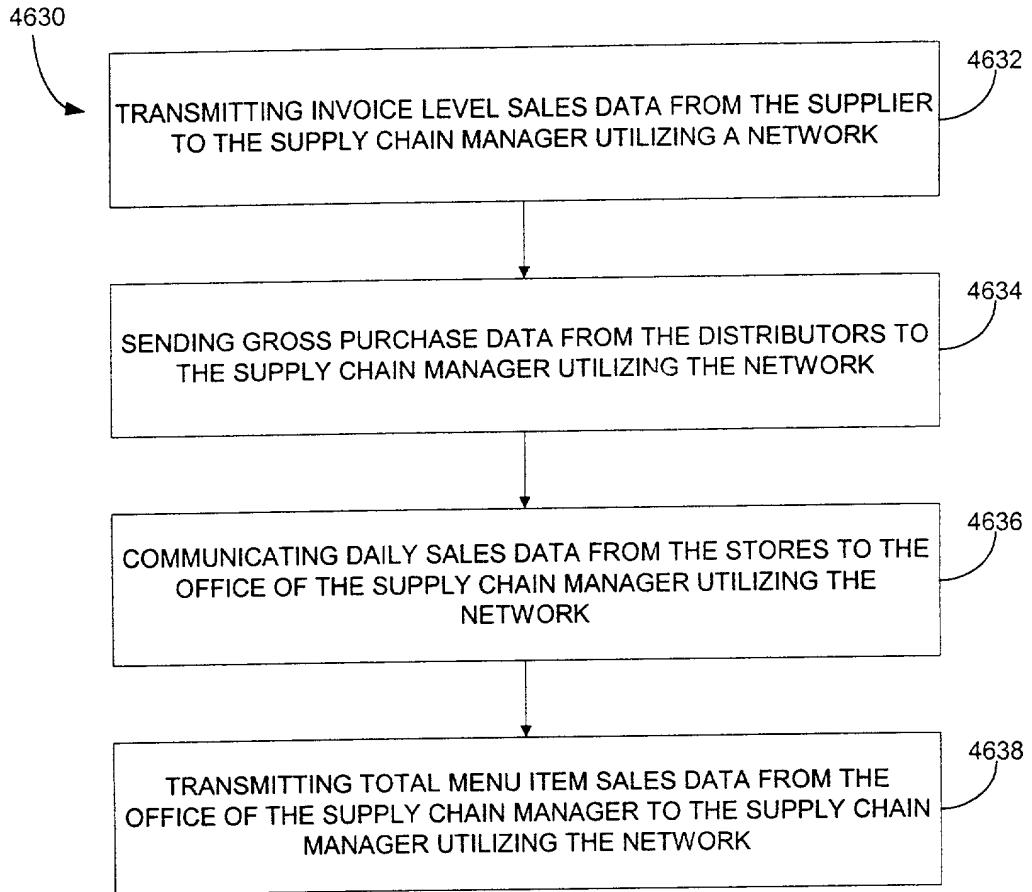


FIG. 46

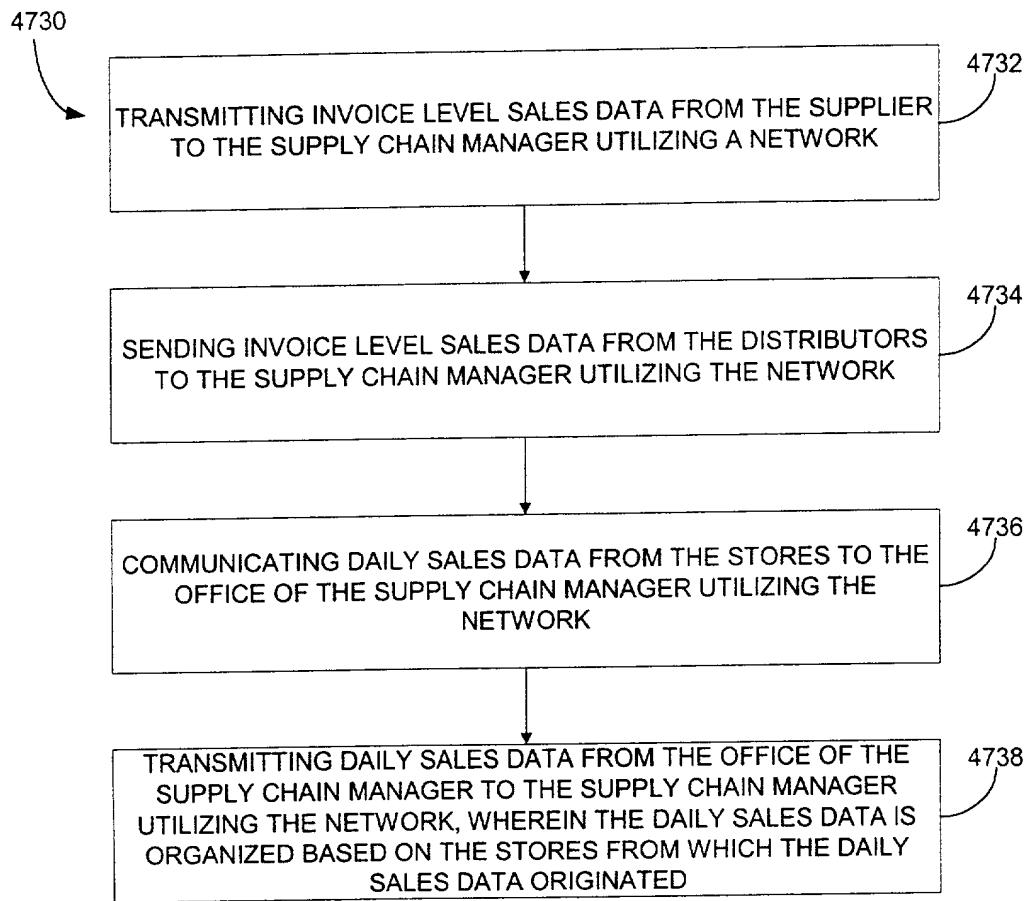


FIG. 47

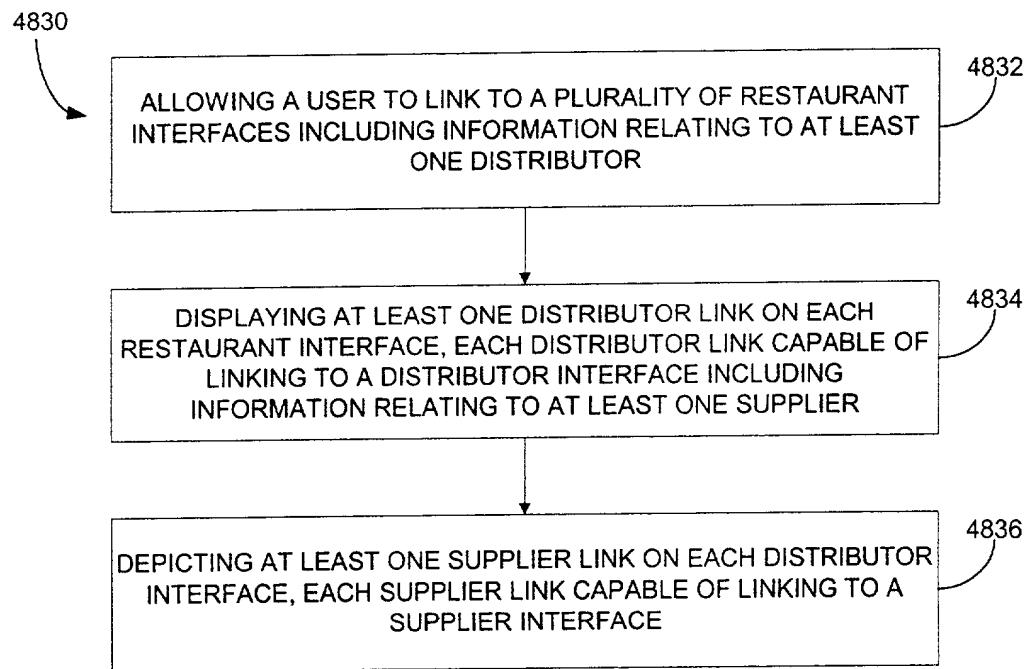


FIG. 48

FIG. 49

File Edit View Favorites Help
Address http://www.rsiweb.com/home/index.asp

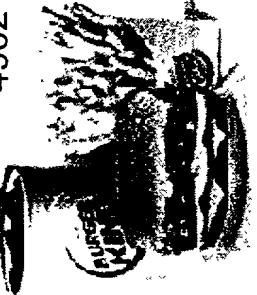
RSI

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name _____
Password _____
Franchisee _____

4902 4904 4900

About RSI



4904
Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

Click For Help

Links Go

Internet

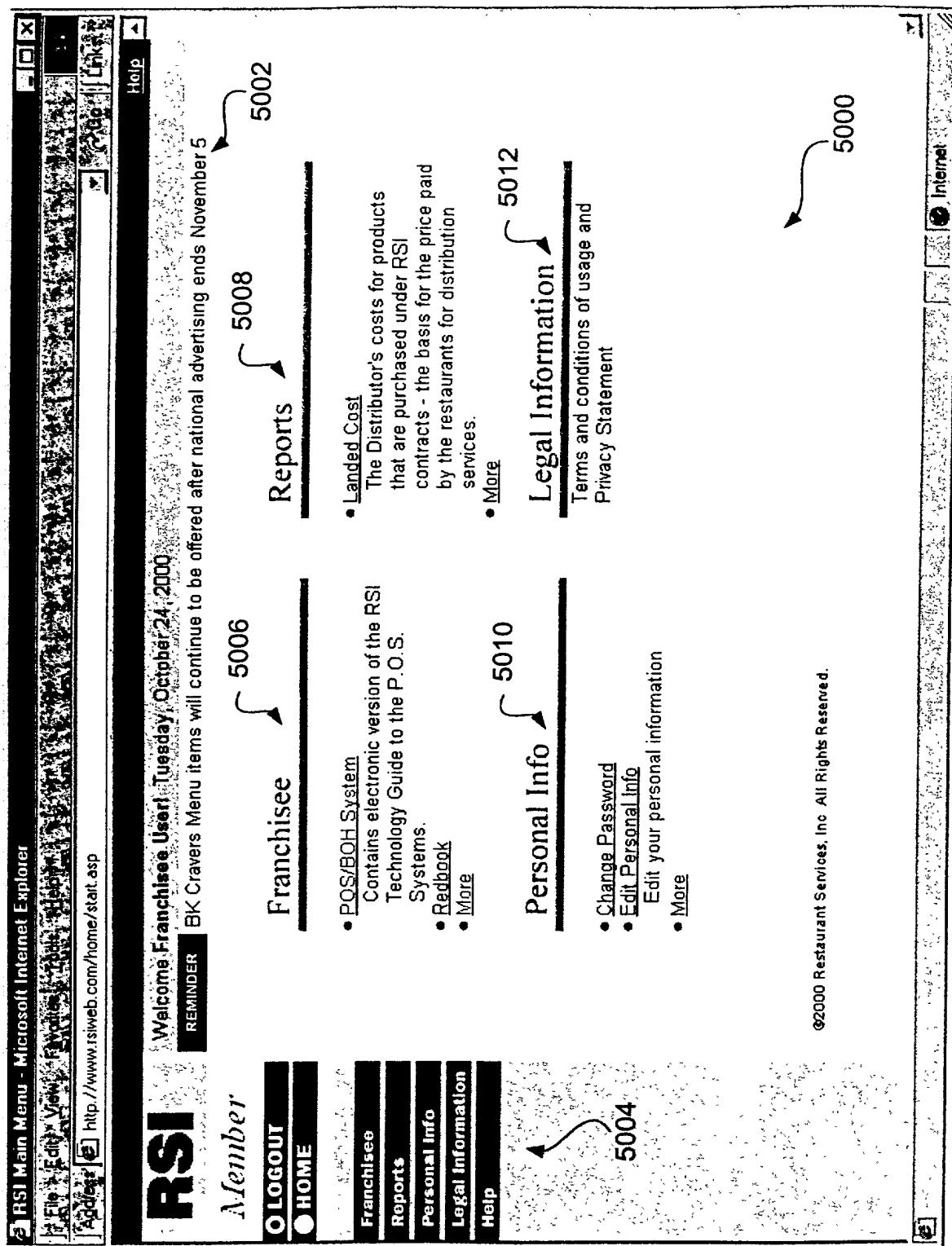


FIG. 50

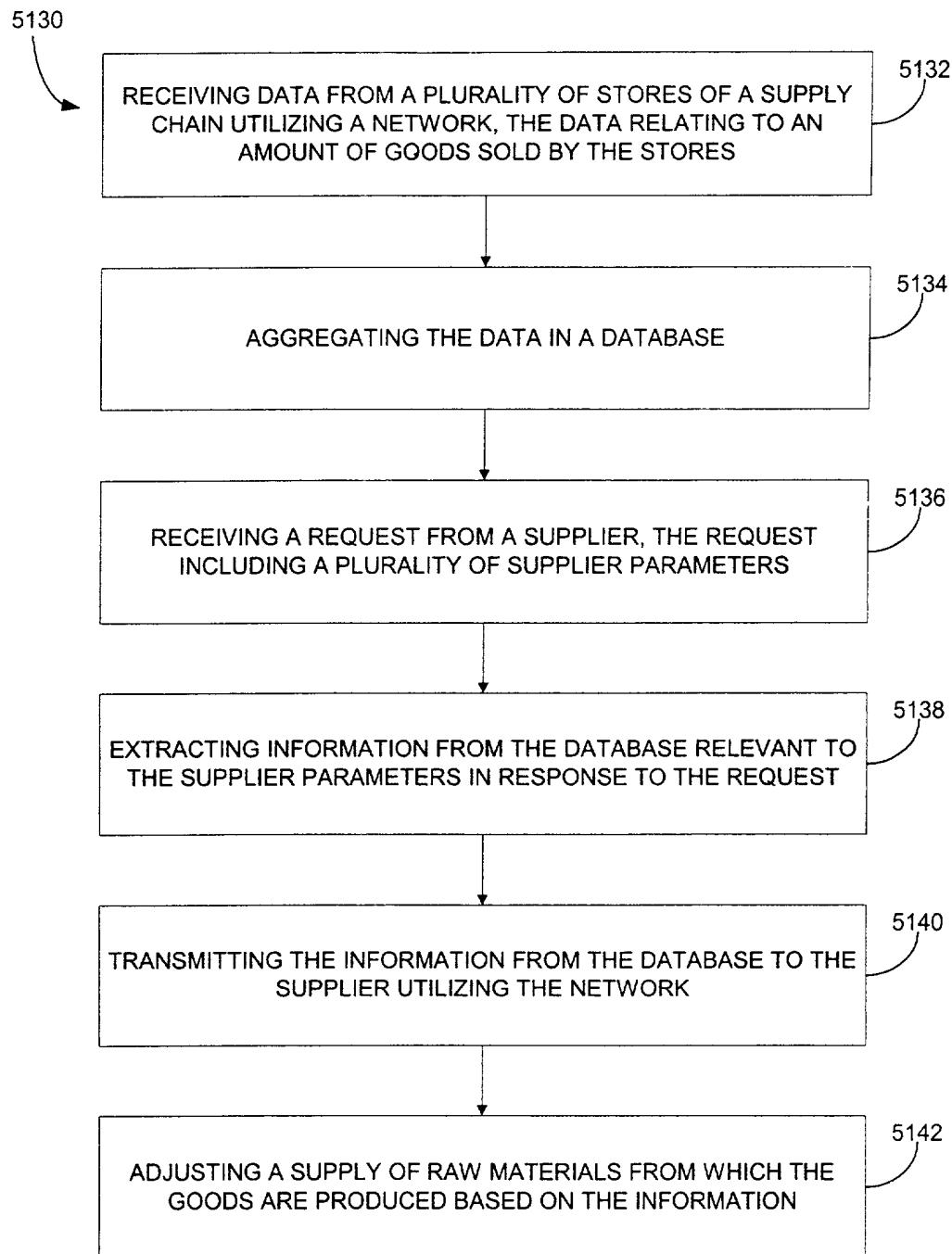


FIG. 51

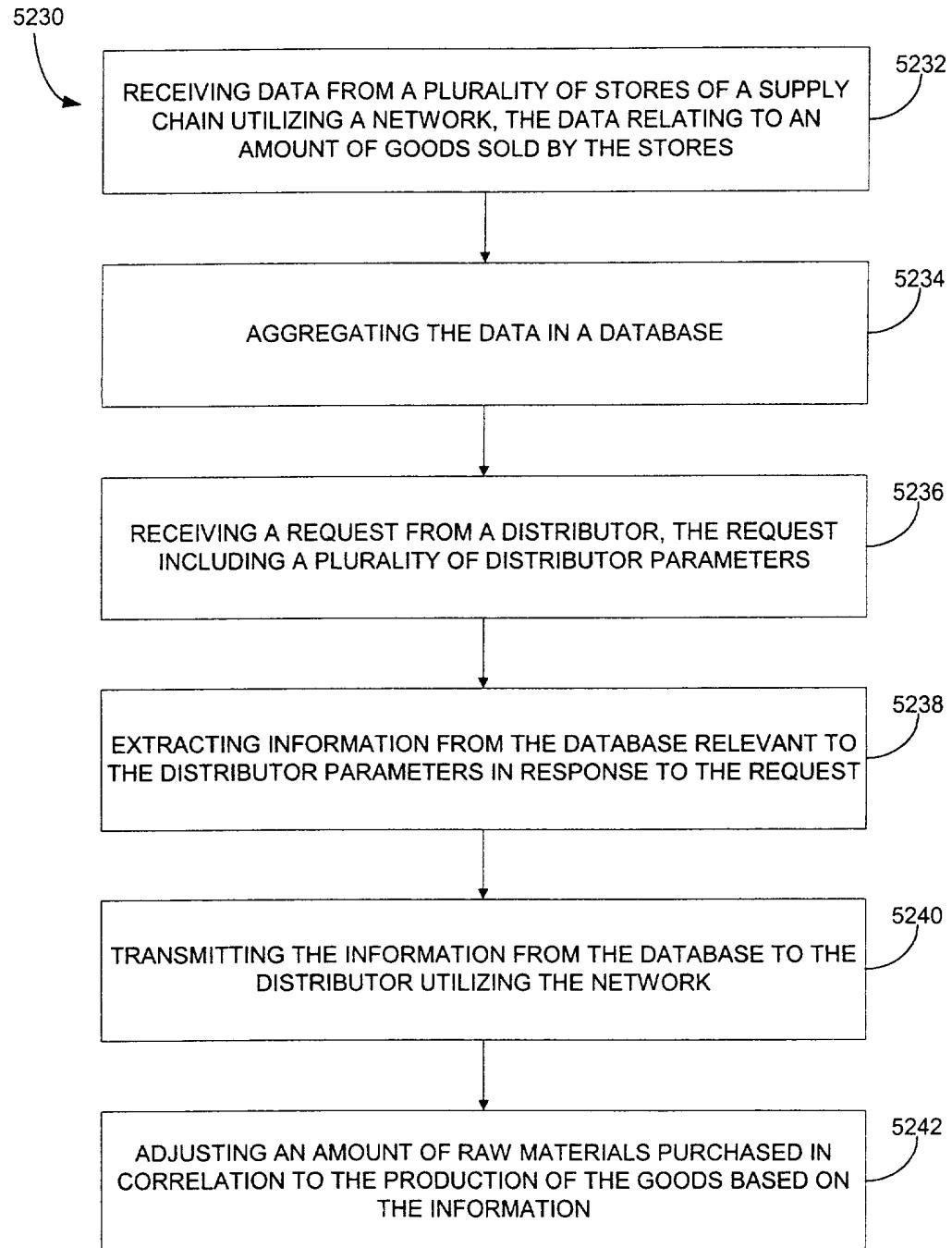


FIG. 52

RSI

POS Implied Daily Usage - Distributor - Microsoft Internet Explorer

http://www.tsweb.com/dc/d_iposdaily.asp

Distributor

LOGOUT

HOME

Reports

Personal Info

Legal Information

Help

Printer Friendly Version

5300

POS Implied Daily Usage - Distributor
Tuesday, October 24, 2000

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor User. If you are not Distributor User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

14 Day Rolling Total Sales												Week Ending Total							
DC Item No	Item Description	% Chg	14 Day Avg	10/21	10/22	10/23	10/24	10/25	10/16	10/17	10/18	10/19	10/20	10/21	10/22	10/23	10/24	10/25	10/26
Number of Restaurants Served by DC	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200
SAUCE:BBQ BULK	19880	0.00%	13	21	23	18	16	16	16	16	16	16	16	16	16	16	16	16	16
BULLSEYE	20788	0.00%	12	19	20	18	14	14	13	14	14	14	14	14	14	14	14	14	14
MUSTARD: BULK	24340	0.00%	134	107	211	173	160	164	163	160	200	200	200	200	200	200	200	200	200
STRAW WRAPPED	24966	0.00%	21	33	34	27	25	24	24	24	24	24	24	24	24	24	24	24	24
FORK:WRAPPED	26319	0.00%	10	11	12	10	9	9	9	9	11	12	11	10	10	10	10	10	10
KNIFE:WRAPPED	26662	0.00%	3	3	3	3	2	2	2	2	2	2	3	3	3	3	3	3	3
KETCHUP: BULK BAG IN BDX	27082	0.00%	89	134	142	116	104	102	101	100	130	130	130	116	100	102	798	771	778
KETCHUP: PACKETS	27690	0.00%	127	104	205	180	143	142	139	144	187	197	180	142	140	1112	1070	1078	1044

Internet

Done

FIG. 53

FIG. 54

RSI

[Printer Friendly Version](#)

Distributor

[Logout](#)

[HOME](#)

Address: http://test.silink.com/dc/d_iptpromodetail.asp?dc=26576

REINHART - CEDAR RAPIDS, IA

Local Promotion Summary by DC

Tuesday, October 24, 2000

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor. If you are not a Distributor, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

Local Promotion Option	Start Date	Projected Daily Usage	Duration (In Weeks)	Participating Restaurants	Non-Participating Restaurants
32 oz. Motor Cup	5/1/00	85	99	32	17
32 oz. Motor Cup Option	6/1/00	85	17	28	
Personal Info					
Legal Information					
Help					
Reports					

32 oz. Motor Cup Total	131
Cedar Rapids-Matthews-Dubuque, IA	19
Davenport-RMoline, IA	99
Ottumwa-Kirkville, IA	99
Big King Total	39
Pancake Minis	8
Pancake Minis Total	35

RSI

POS Implied Daily Usage - Supplier

Supplier

Reports

Logout Home

Personal Info Legal Information Help

POS Implied Daily Usage - Supplier
Tuesday, October 24, 2000

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Supplier User. If you are not Supplier User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

14 Day Rolling Total Cases												Week Ending Total													
FOB Point	DC	RS Item No	Description	% Chg Day	10/23	10/24	10/25	10/26	10/27	10/28	10/29	10/13	10/14	10/15	10/16	10/17	10/18	10/19	10/20	10/21	10/22	10/23	10/24		
TOTAL					100	96	98	95	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100

Total of DC Locations

CHICKEN-PATTY	0.00%	90	137	144	111	100	98	95	100	134	137	125	100	100	100	100	100	100	100	100	100	100	100	100
CHICKEN-BK BROILER	0.00%	35	51	60	48	46	43	43	40	53	80	48	46	41	41	41	41	41	41	41	41	41	41	41
CHICKEN-TENDERS	0.00%	222	335	337	265	240	229	225	220	240	345	245	228	223	223	223	223	223	223	223	223	223	223	223
CHICKN																								

Internet Done

FIG. 55

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer																																																											
<input type="button" value="Print"/> <input type="button" value="Exit"/>		<input type="button" value="Help"/>																																																									
<input type="button" value="Logout"/>		<input type="button" value="HOME"/>																																																									
<input type="button" value="Member"/>		<input type="button" value="Landed Cost Report"/>																																																									
<input type="button" value="Franchisee"/>		<input type="button" value="Printer Friendly Version"/>																																																									
<input type="button" value="Reports"/>		<input type="button" value="Restaurant Landed Cost Verification Report"/>																																																									
<input type="button" value="Personal Info"/>		Report Date: Sunday, October 22, 2000																																																									
<input type="button" value="Legal Information"/>		Report Contact: Robert Harris Restaurant Number 0003473 Distribution Center: REINHART - CEDAR RAPIDS, IA Contact Number: 305-529-3409																																																									
<p>The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.</p>																																																											
<table border="1"> <thead> <tr> <th>DC Item No</th> <th>RSI Item No</th> <th>RSI Item Description</th> <th>DC Cost</th> <th>Markup</th> <th>Rest Cost</th> </tr> </thead> <tbody> <tr> <td>10340</td> <td>4439</td> <td>REGISTER TAPE-THERMAL 2.25"X 100'</td> <td>\$21.27</td> <td>\$1.57</td> <td>\$22.84</td> </tr> <tr> <td>12880</td> <td>3586</td> <td>SUGAR SUBSTITUTE-PINK PKT 2000 CT</td> <td>\$6.87</td> <td>\$1.57</td> <td>\$7.44</td> </tr> <tr> <td>18986</td> <td>3869</td> <td>SAUCIE-BULK-KRAFT BULLSEYE</td> <td>\$24.48</td> <td>\$1.57</td> <td>\$26.05</td> </tr> <tr> <td>19482</td> <td>4473</td> <td>COFFEE-FOLGERS REGULAR</td> <td>\$44.50</td> <td>\$1.57</td> <td>\$46.07</td> </tr> <tr> <td>20798</td> <td>87</td> <td>MUSTARD-BULK 3GAL</td> <td>\$8.46</td> <td>\$1.57</td> <td>\$10.02</td> </tr> <tr> <td>20940</td> <td>4281</td> <td>WRAP-LOCAL OPTION</td> <td>\$29.78</td> <td>\$1.57</td> <td>\$31.35</td> </tr> <tr> <td>24340</td> <td>86</td> <td>SAUCE-BULK MAYONNAISE</td> <td>\$7.81</td> <td>\$1.57</td> <td>\$9.38</td> </tr> <tr> <td>24600</td> <td>4270</td> <td>WATER-ICE MOUNTAIN .5L</td> <td>\$6.41</td> <td>\$1.57</td> <td>\$7.98</td> </tr> </tbody> </table>						DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost	10340	4439	REGISTER TAPE-THERMAL 2.25"X 100'	\$21.27	\$1.57	\$22.84	12880	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$6.87	\$1.57	\$7.44	18986	3869	SAUCIE-BULK-KRAFT BULLSEYE	\$24.48	\$1.57	\$26.05	19482	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07	20798	87	MUSTARD-BULK 3GAL	\$8.46	\$1.57	\$10.02	20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35	24340	86	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38	24600	4270	WATER-ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98
DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost																																																						
10340	4439	REGISTER TAPE-THERMAL 2.25"X 100'	\$21.27	\$1.57	\$22.84																																																						
12880	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$6.87	\$1.57	\$7.44																																																						
18986	3869	SAUCIE-BULK-KRAFT BULLSEYE	\$24.48	\$1.57	\$26.05																																																						
19482	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07																																																						
20798	87	MUSTARD-BULK 3GAL	\$8.46	\$1.57	\$10.02																																																						
20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35																																																						
24340	86	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38																																																						
24600	4270	WATER-ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98																																																						
<input type="button" value="Done"/>																																																											

FIG. 56

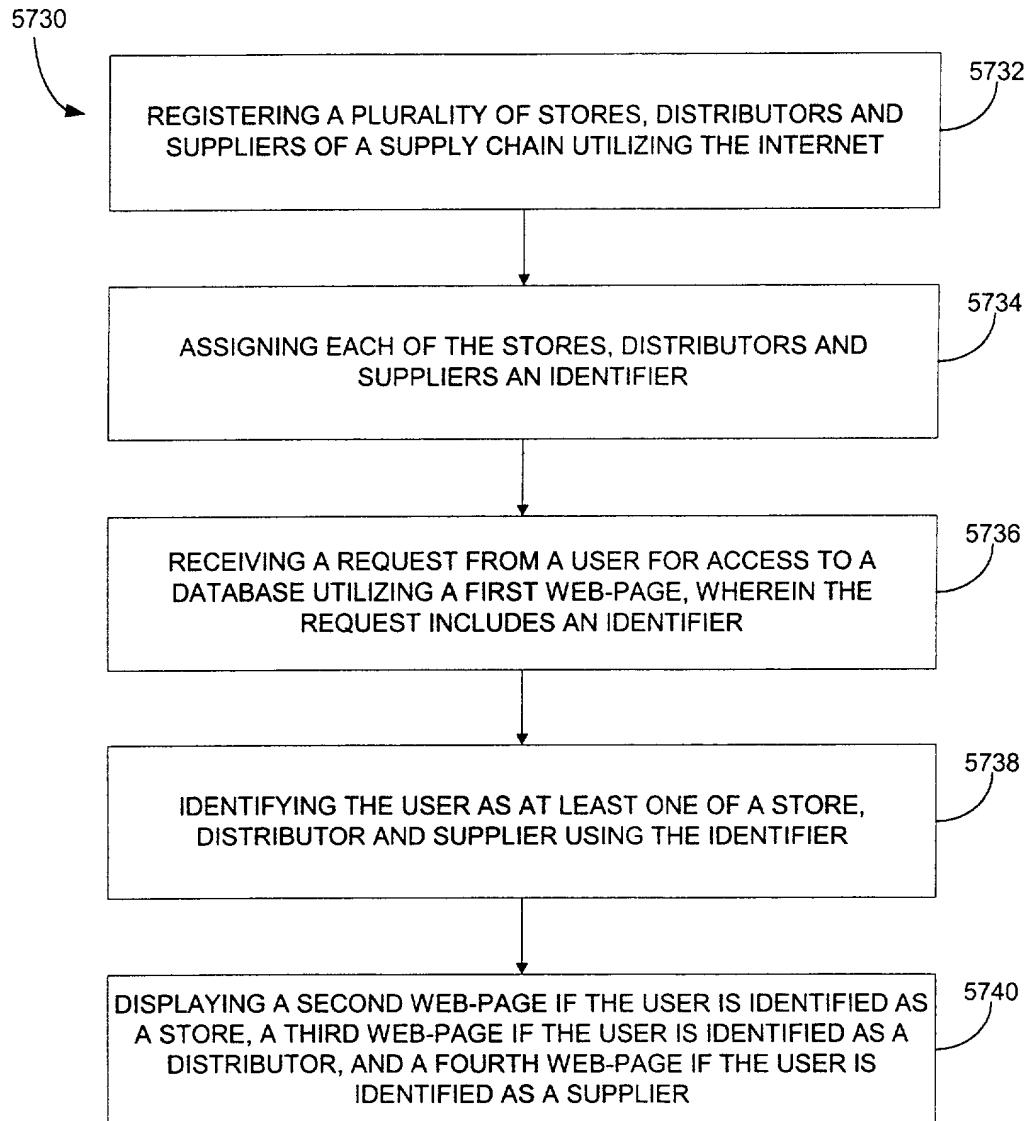


FIG. 57

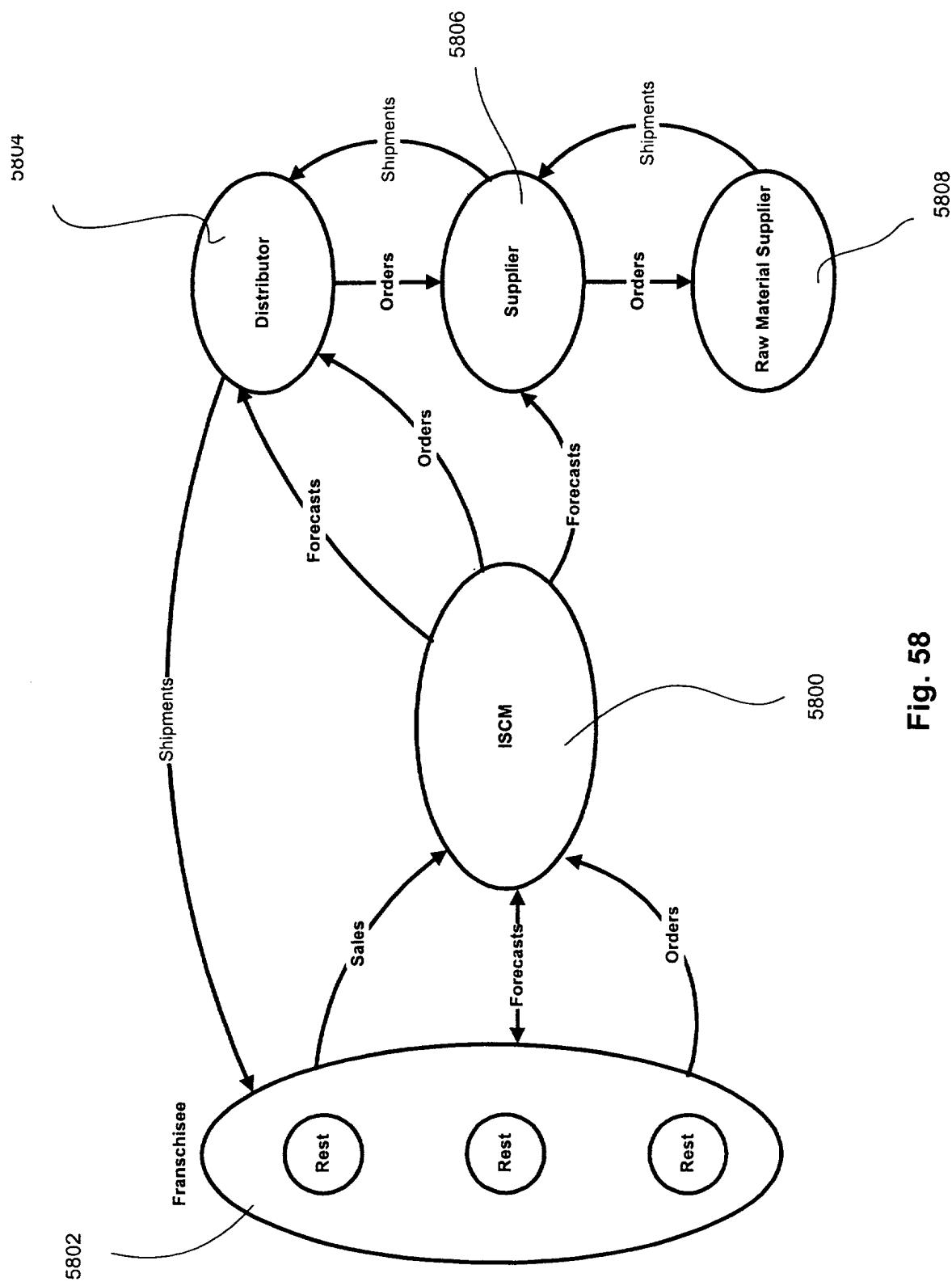


Fig. 58

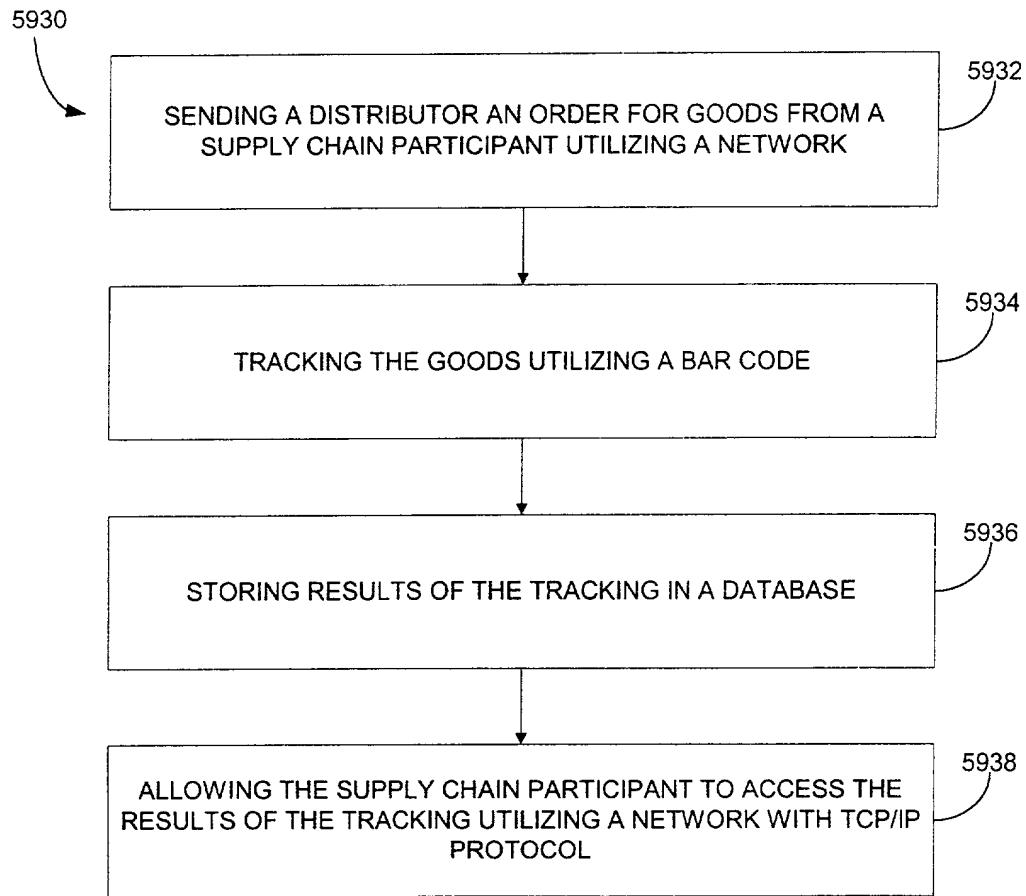


FIG. 59

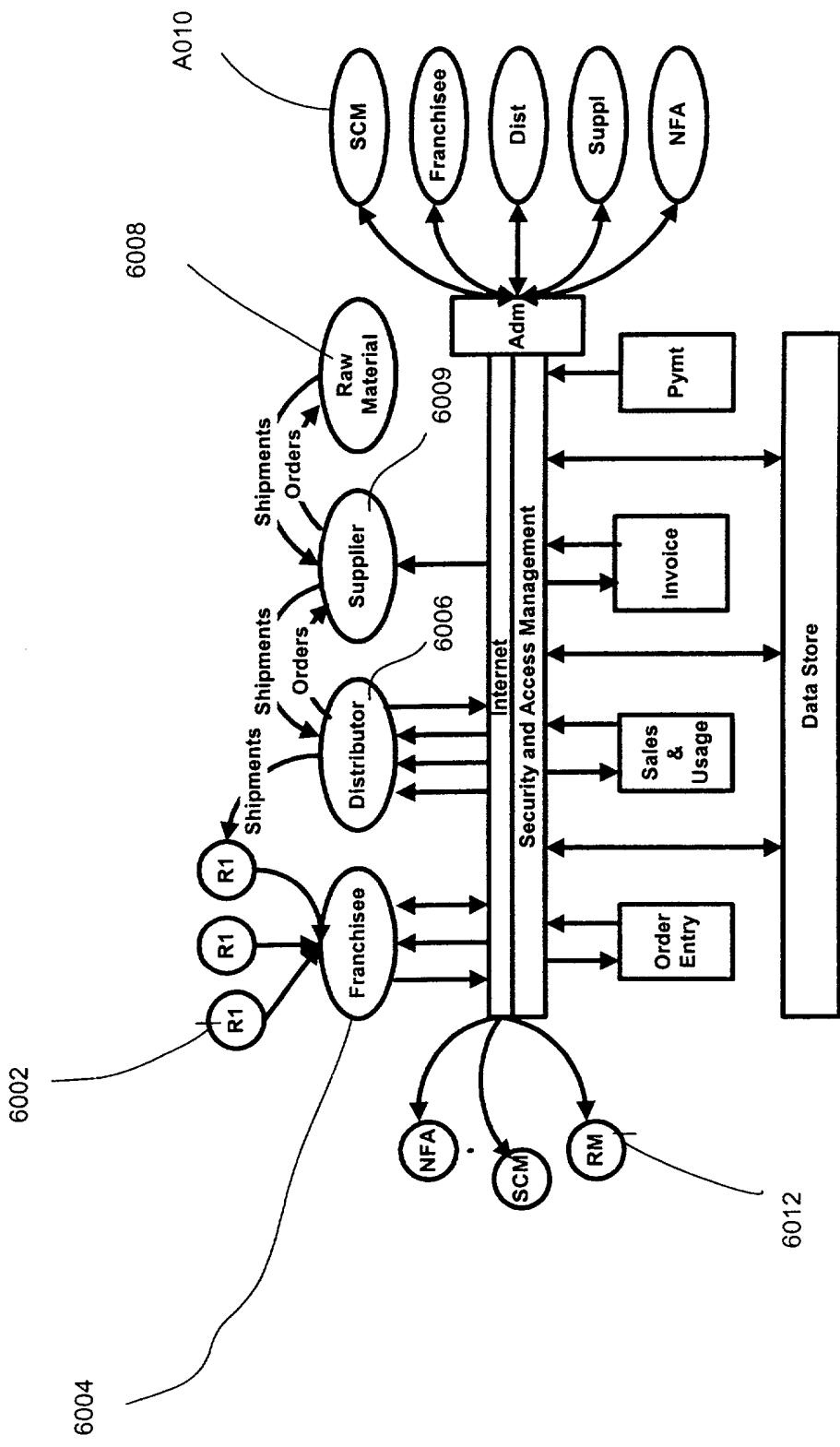


Fig. 60

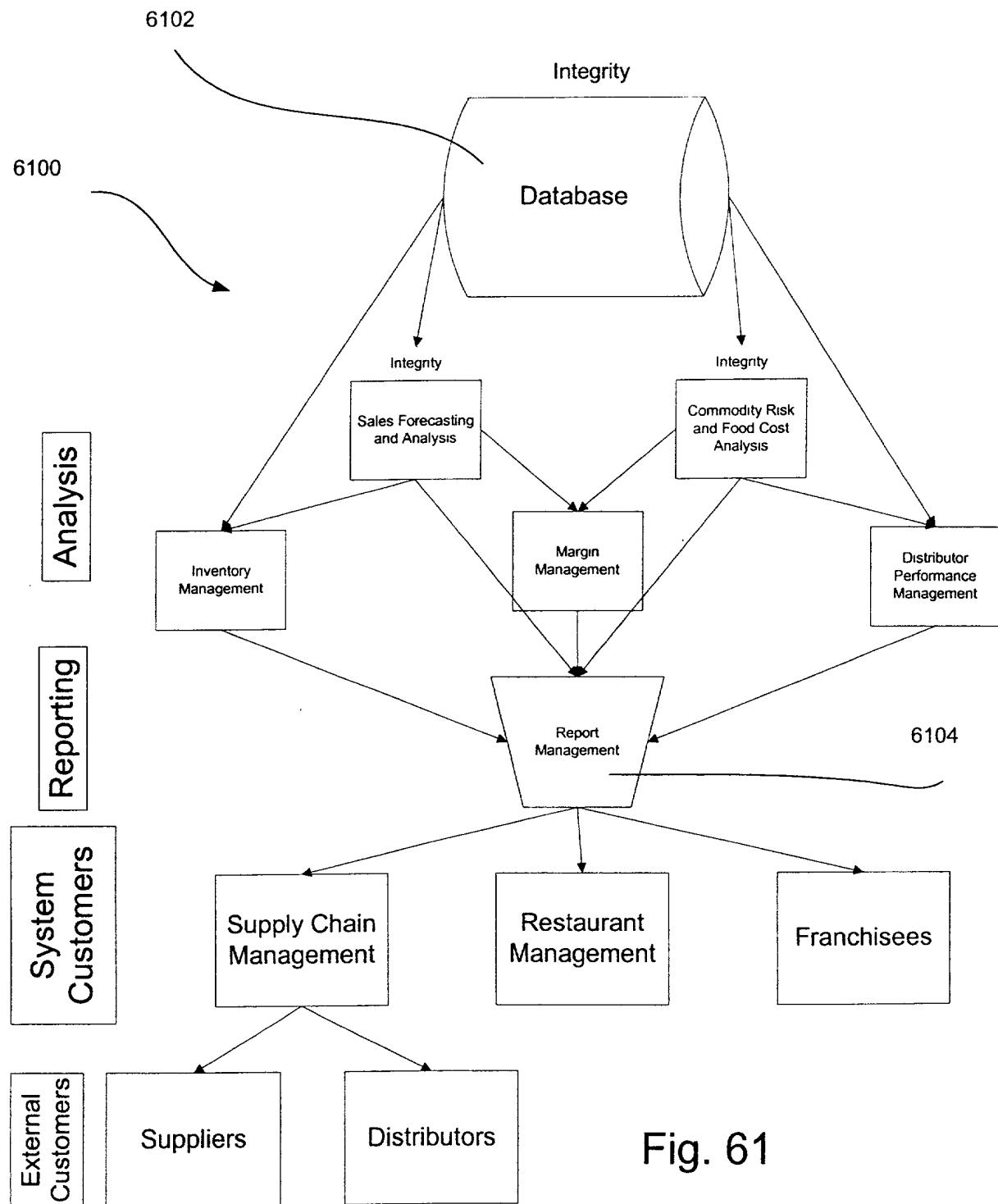


Fig. 61

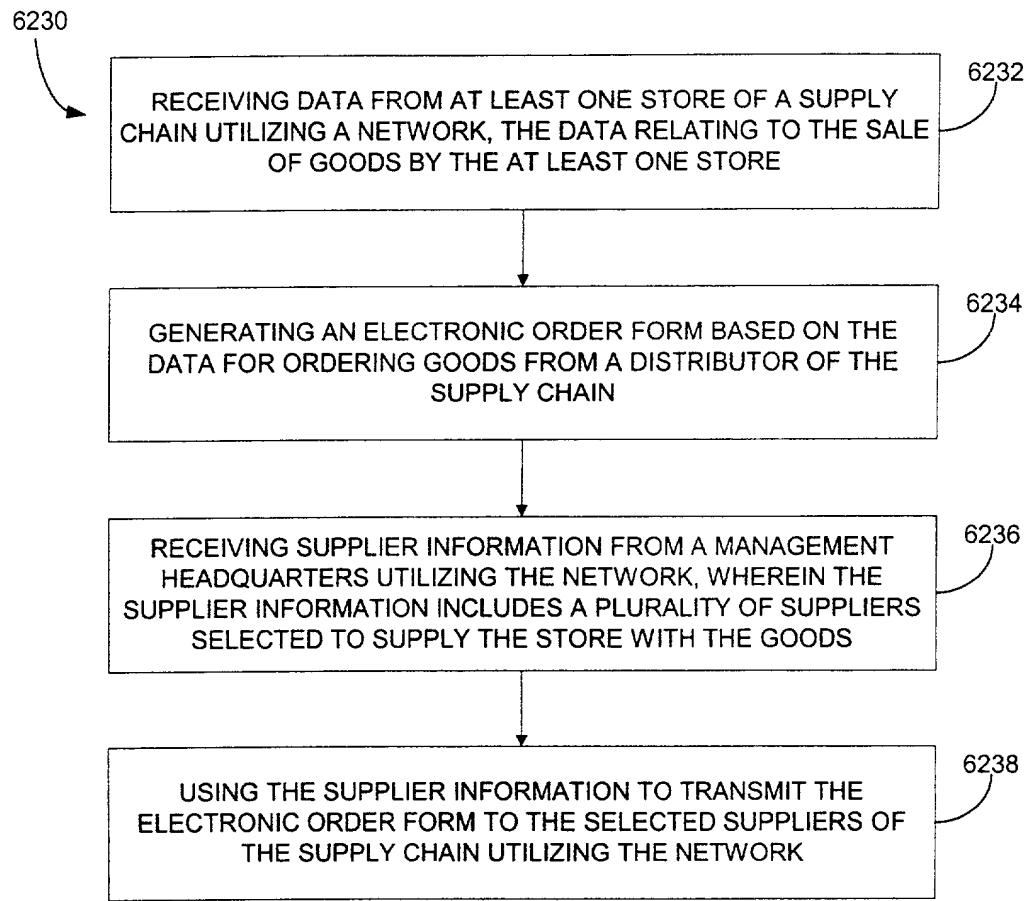
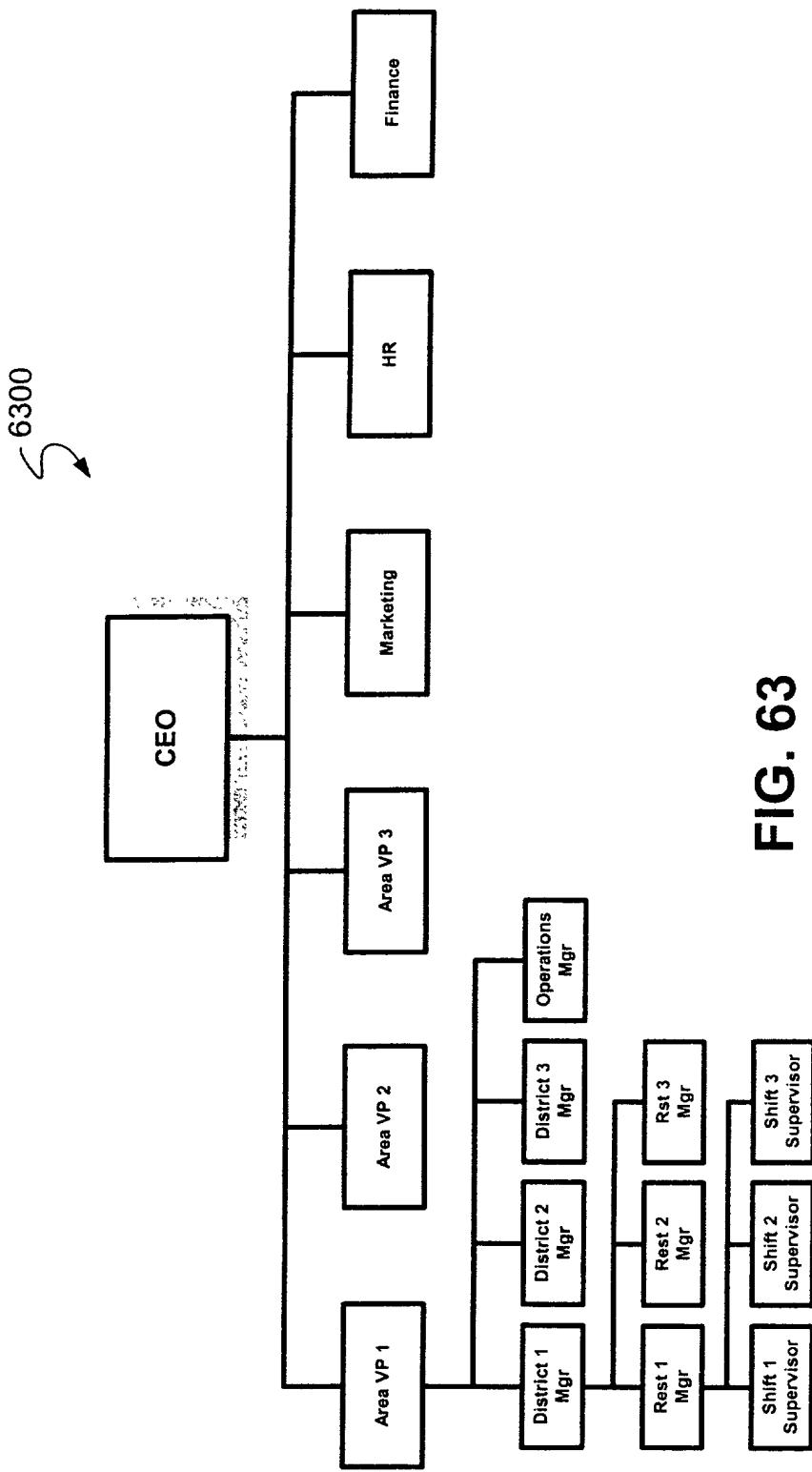


FIG. 62

FIG. 63



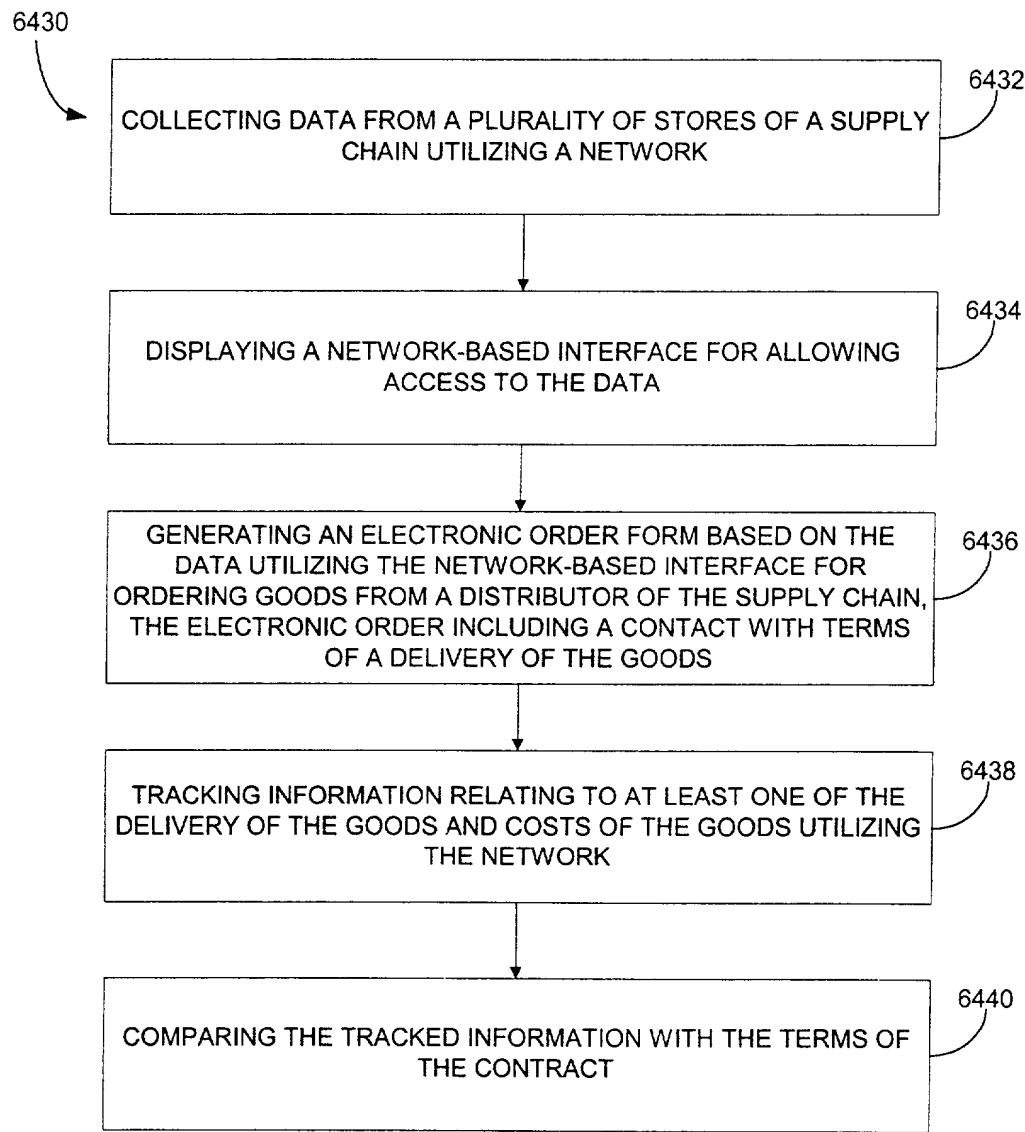


FIG. 64

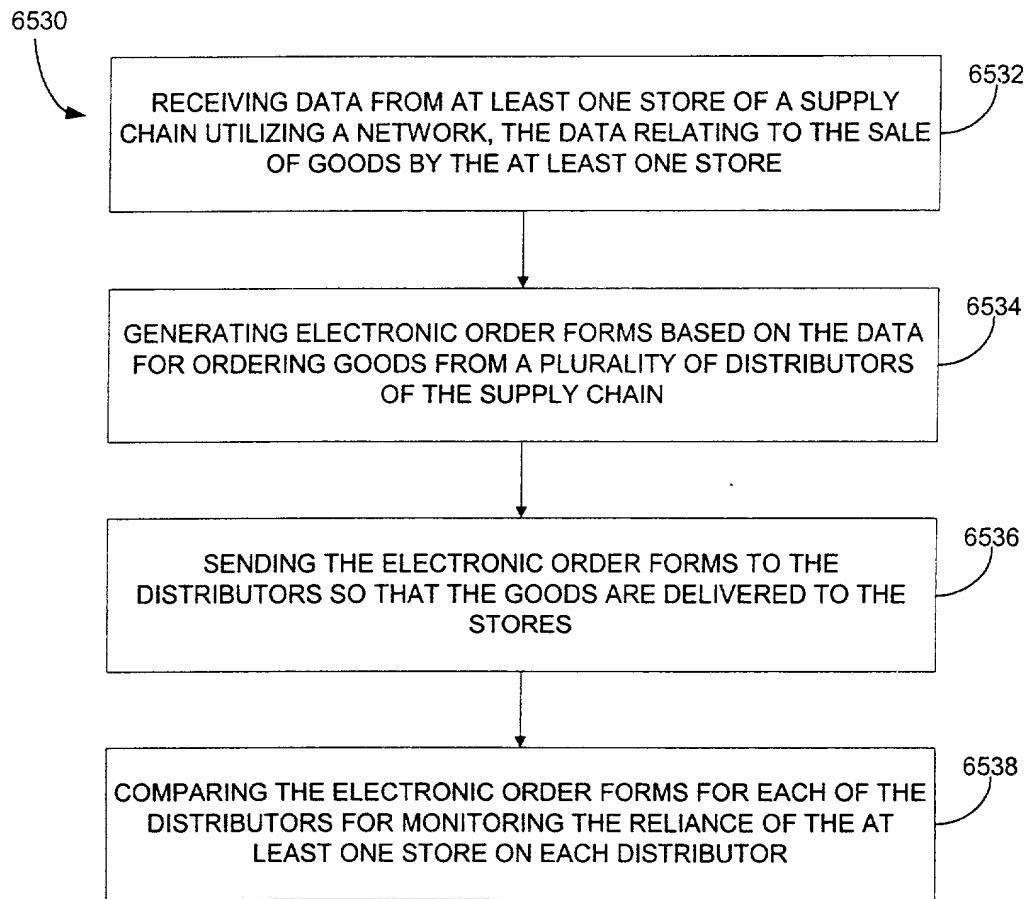


FIG. 65

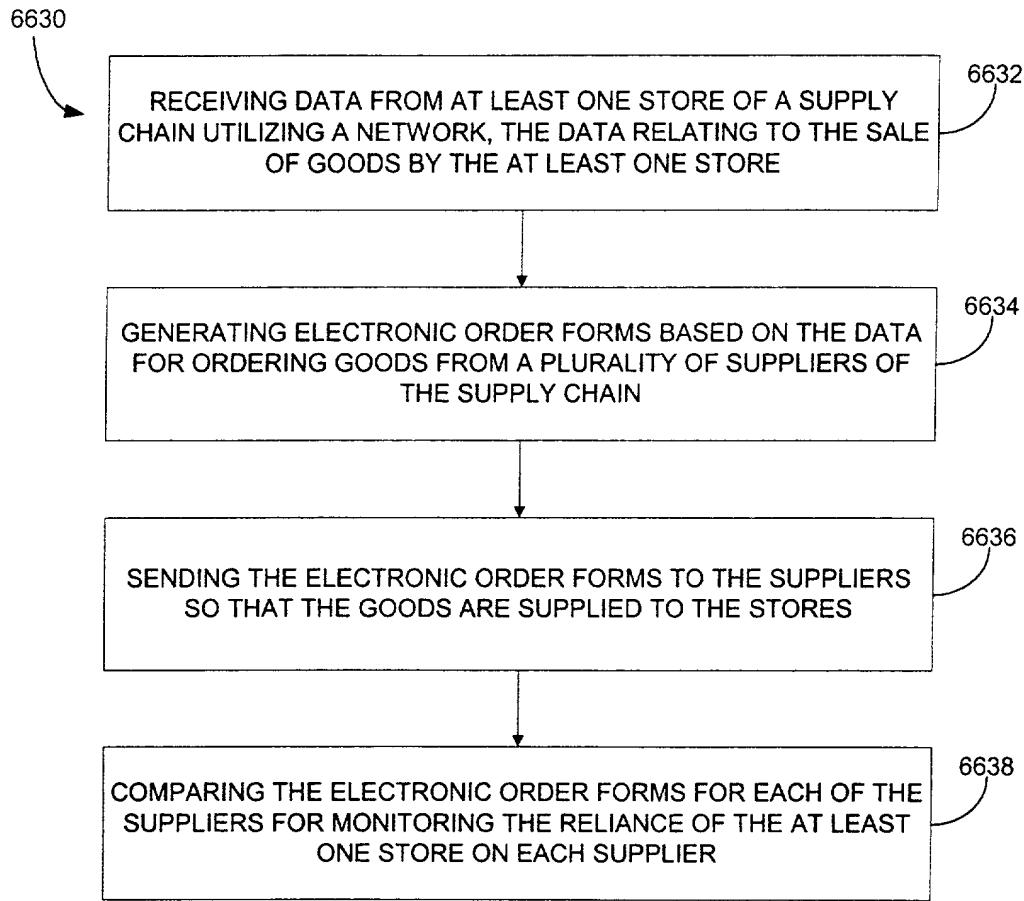


FIG. 66

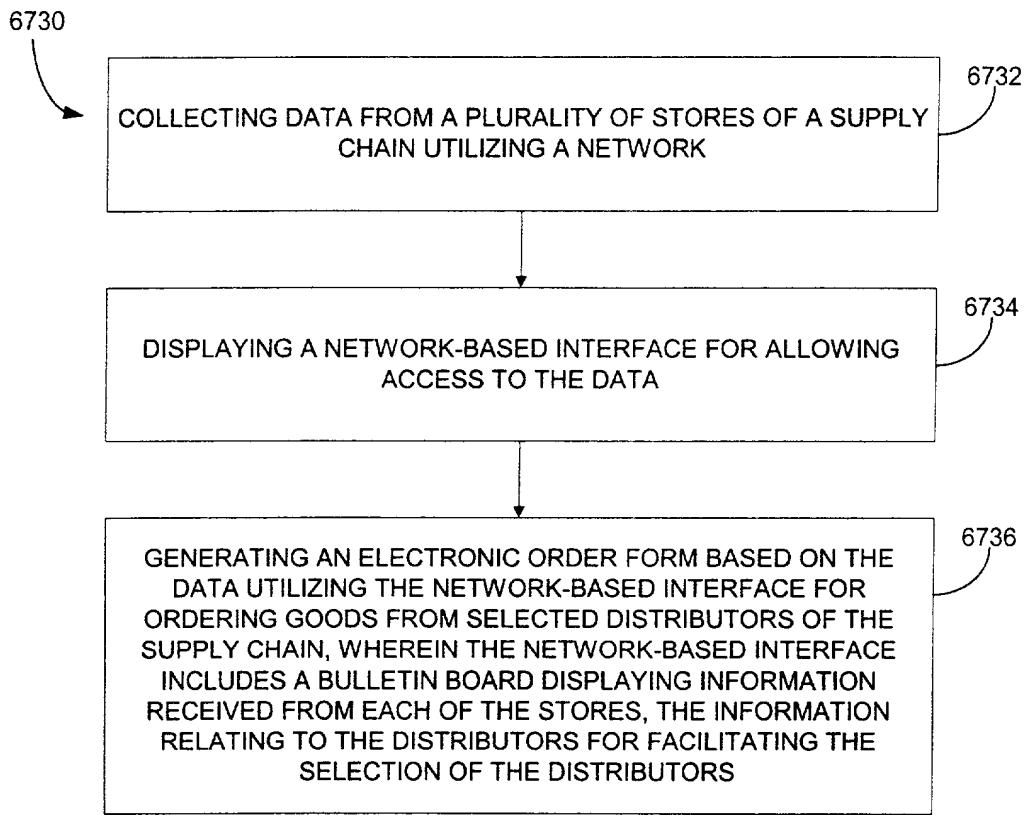


FIG. 67

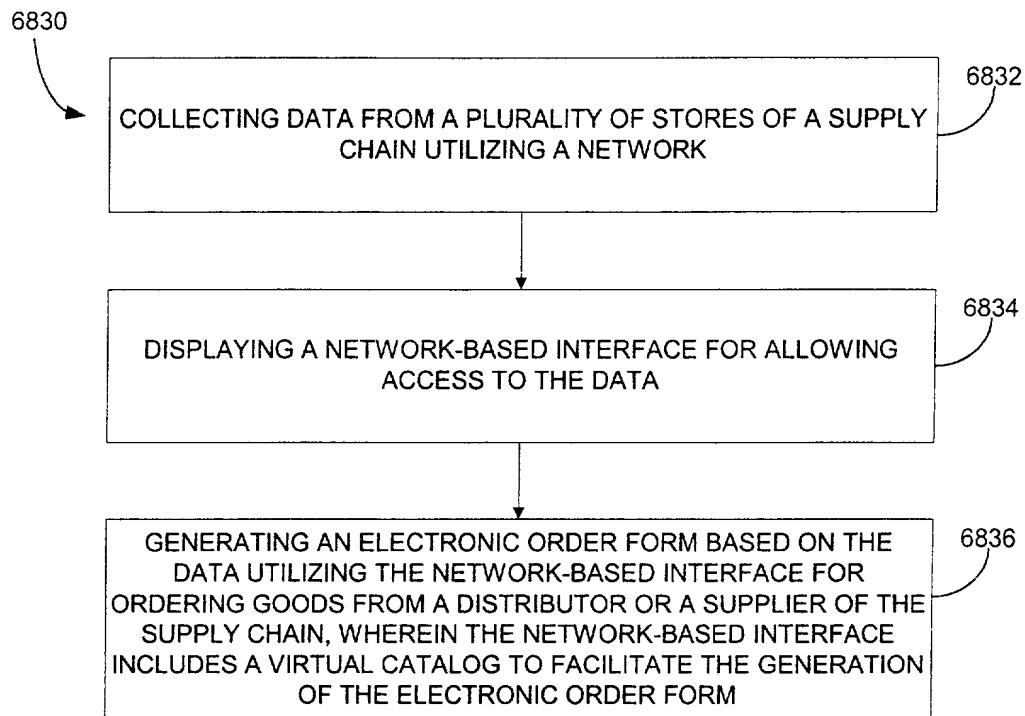
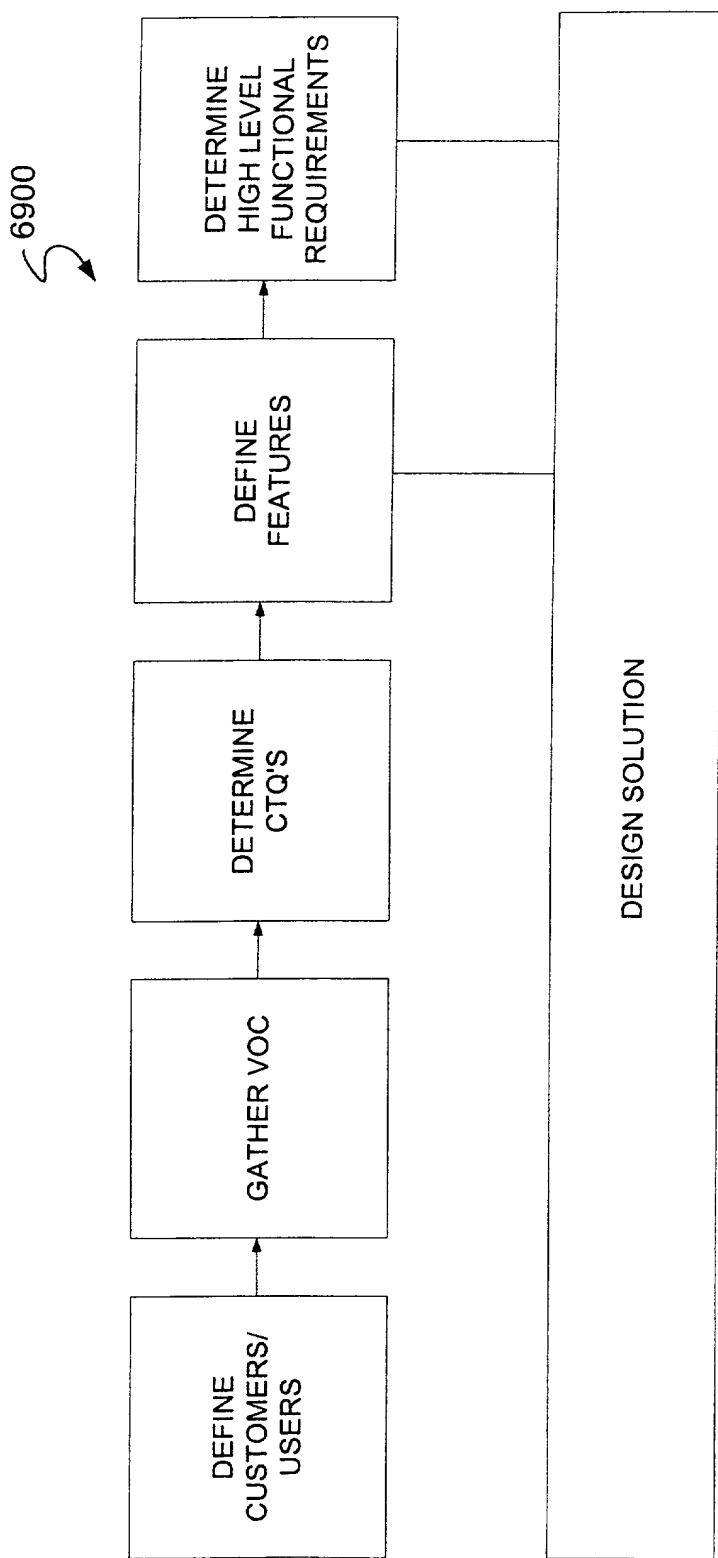


FIG. 68

FIG. 69



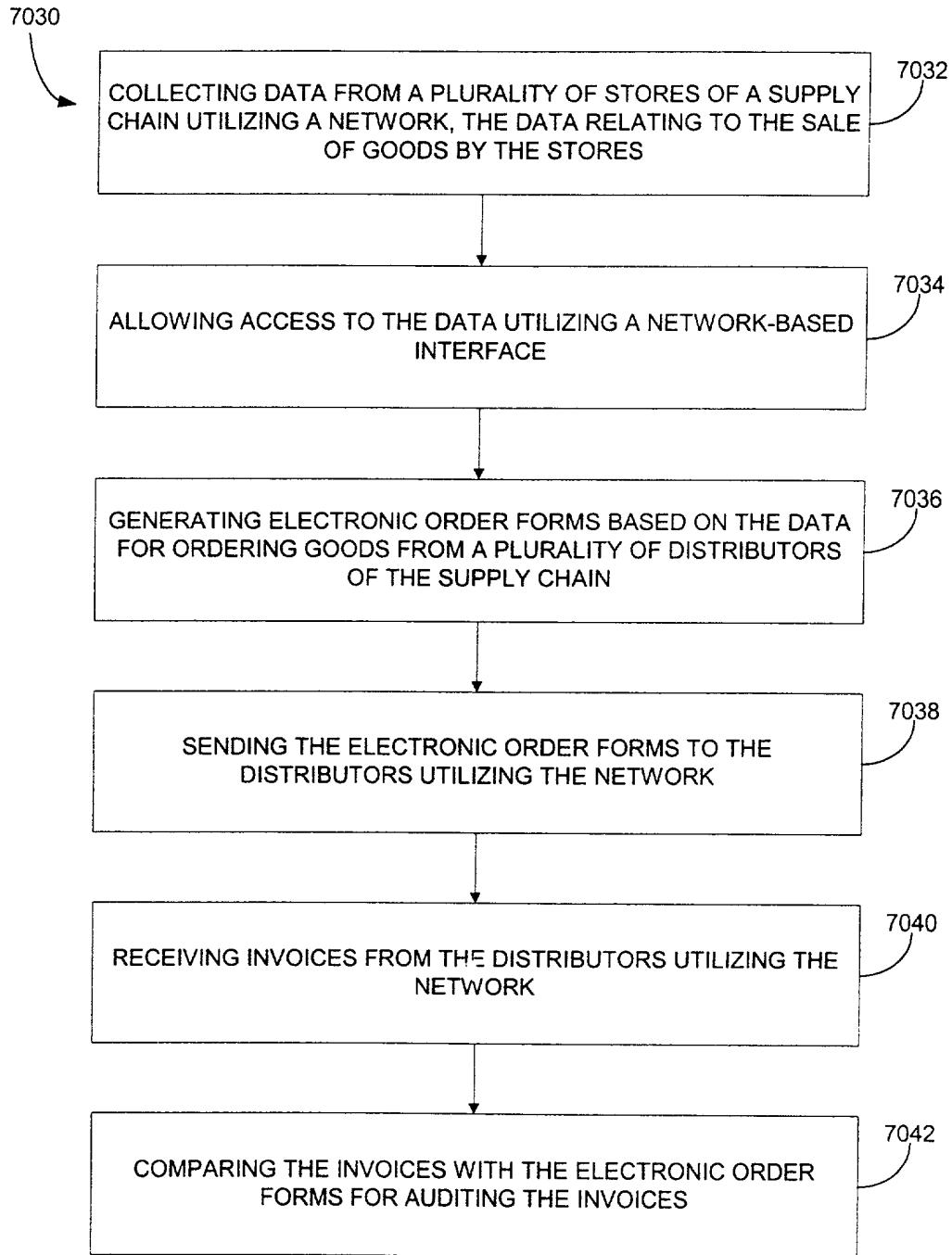


FIG. 70

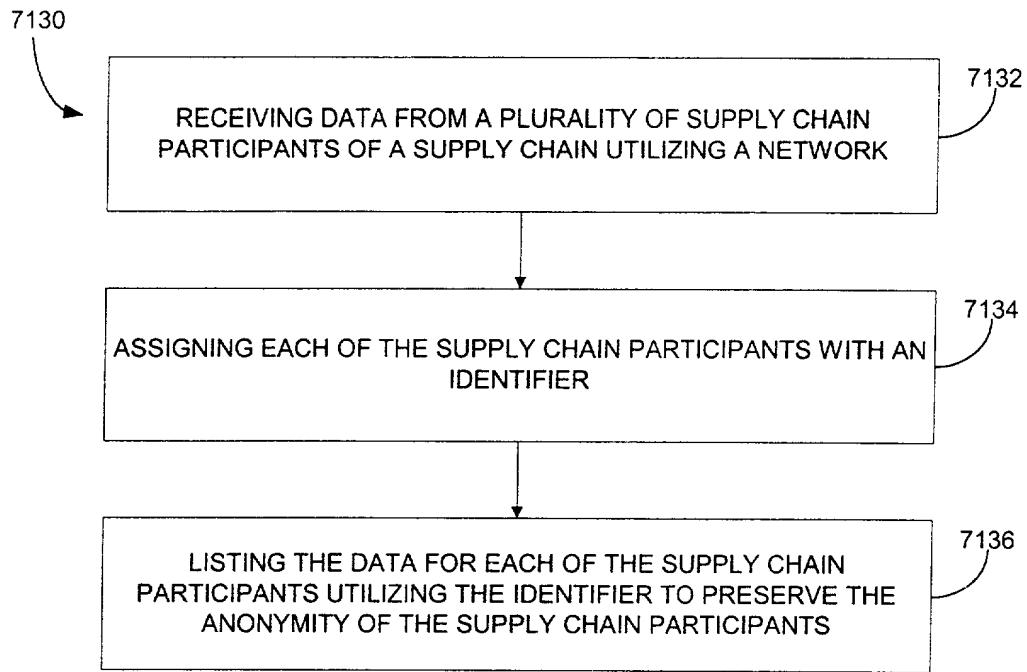


FIG. 71

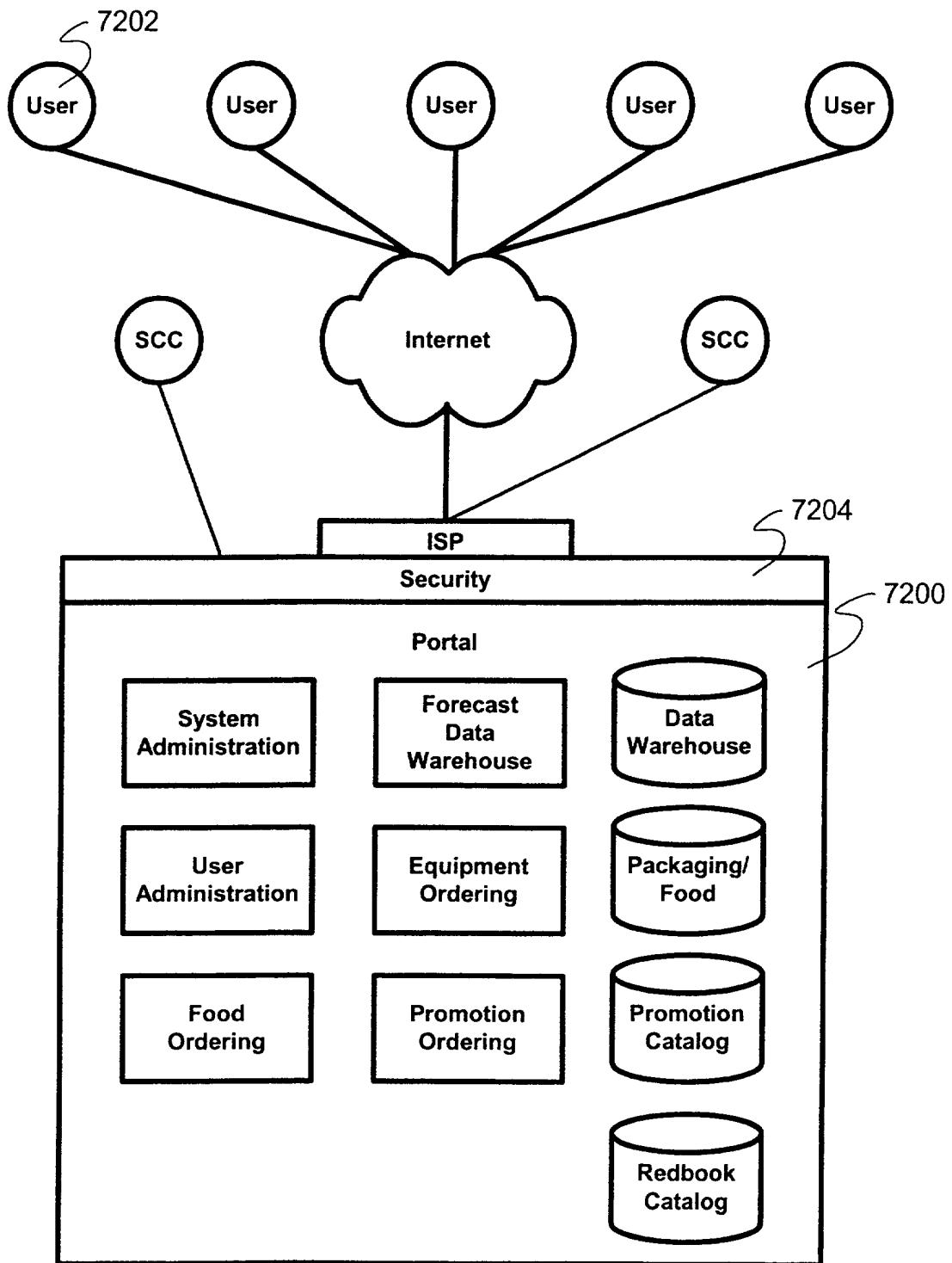


FIG. 72

FIG. 73

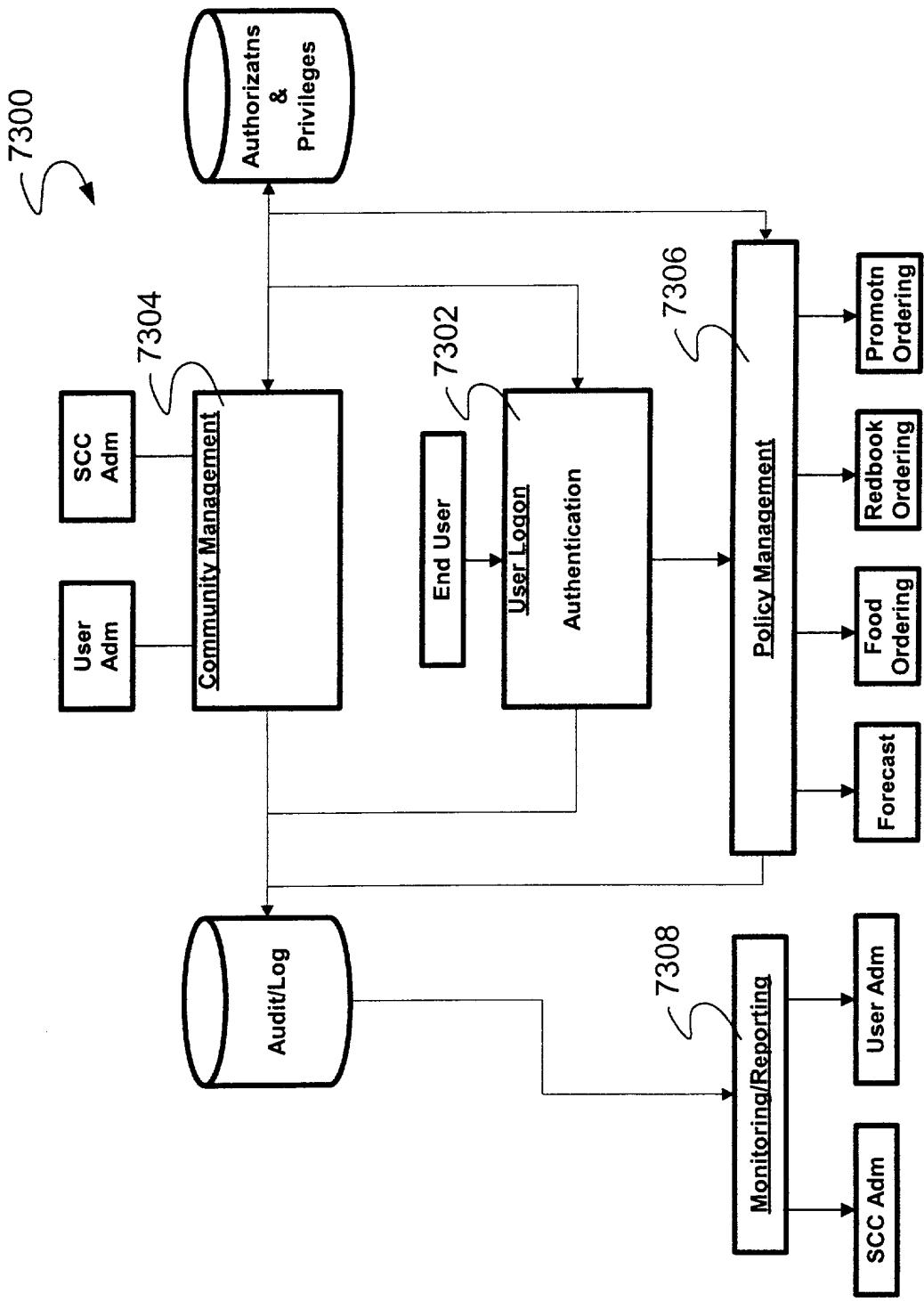
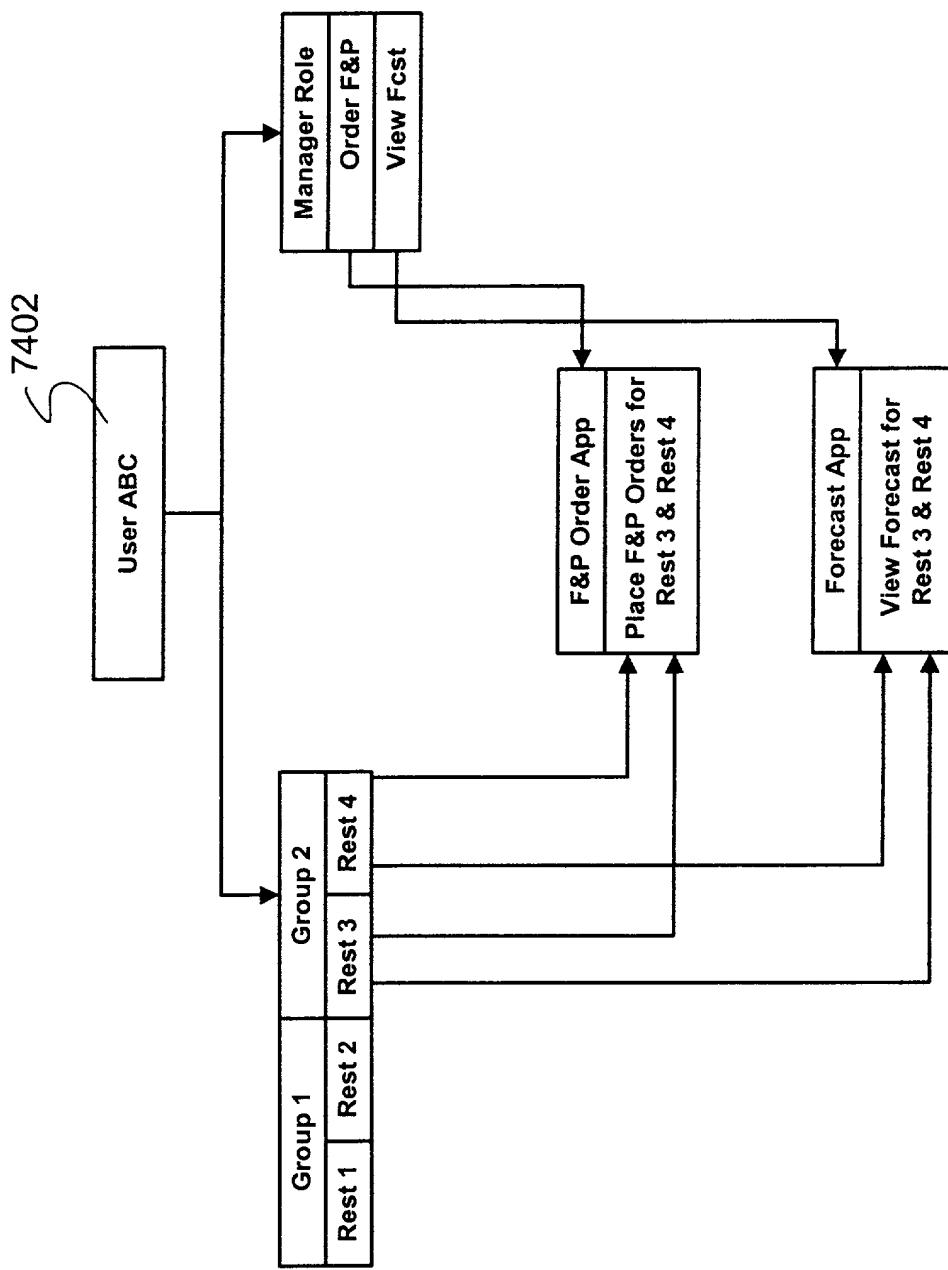


FIG. 74



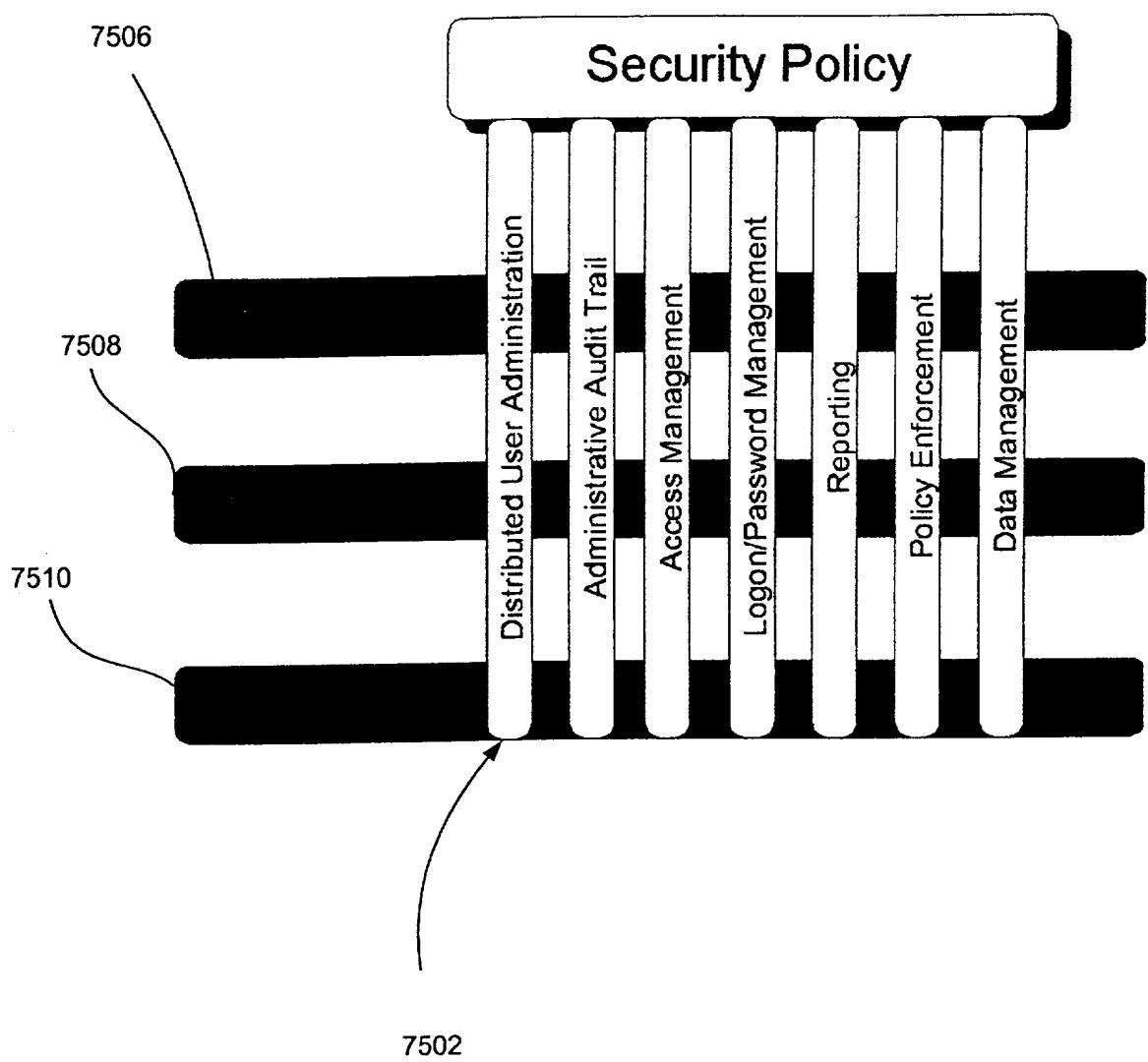


Fig. 75

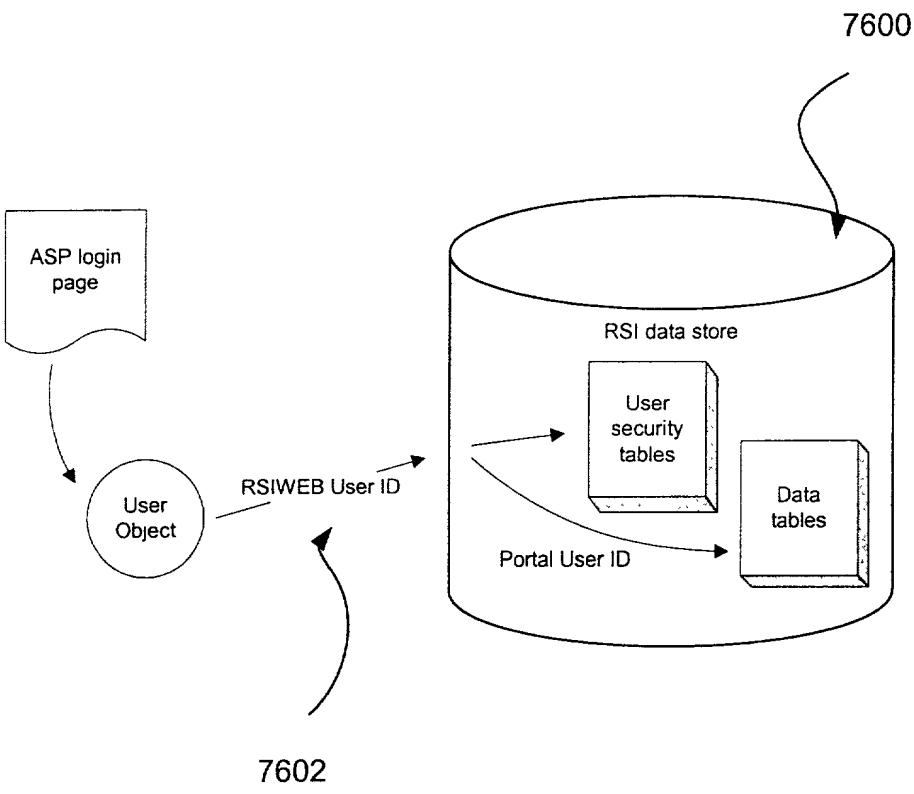


Fig. 76

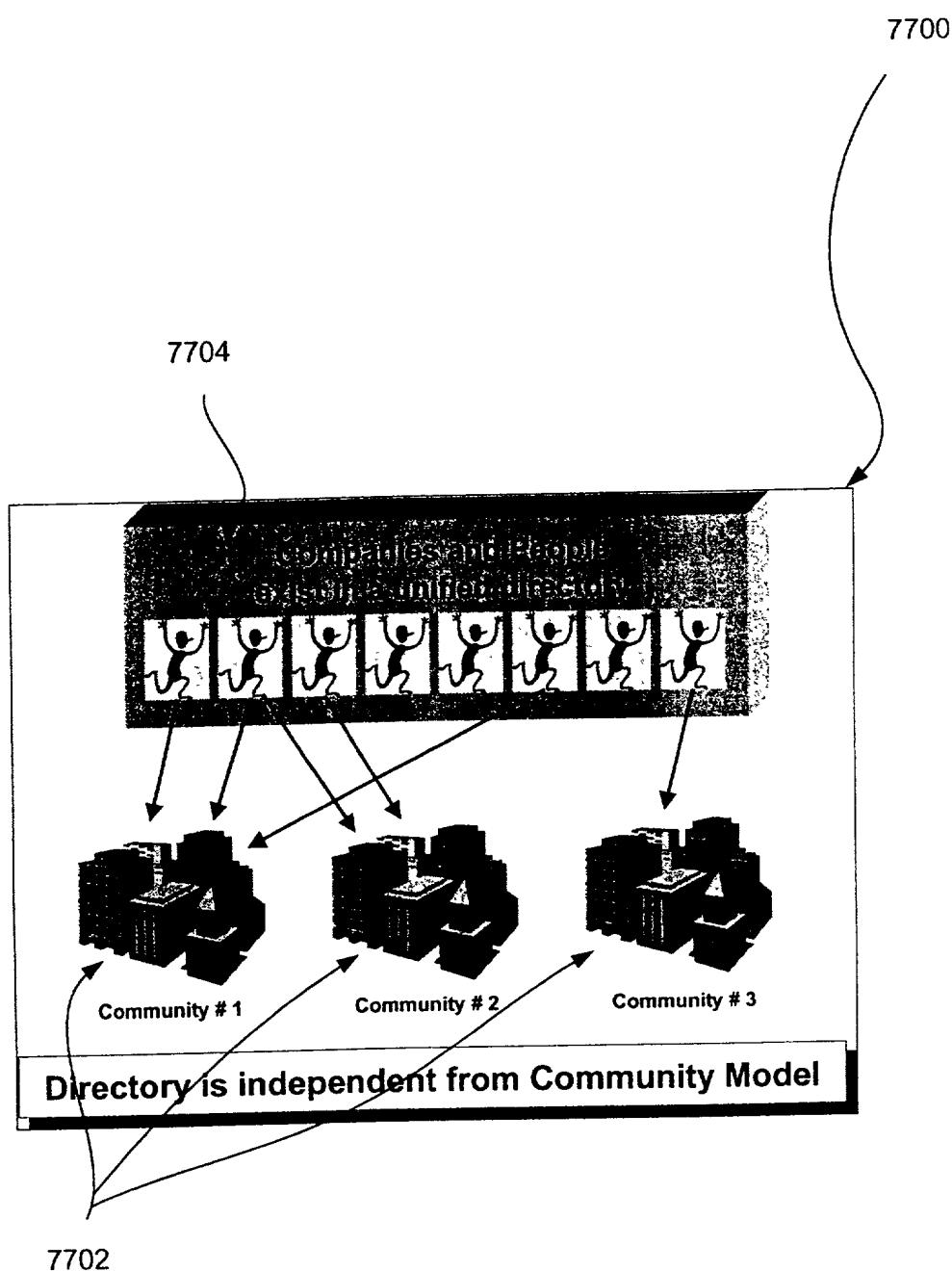


Fig. 77

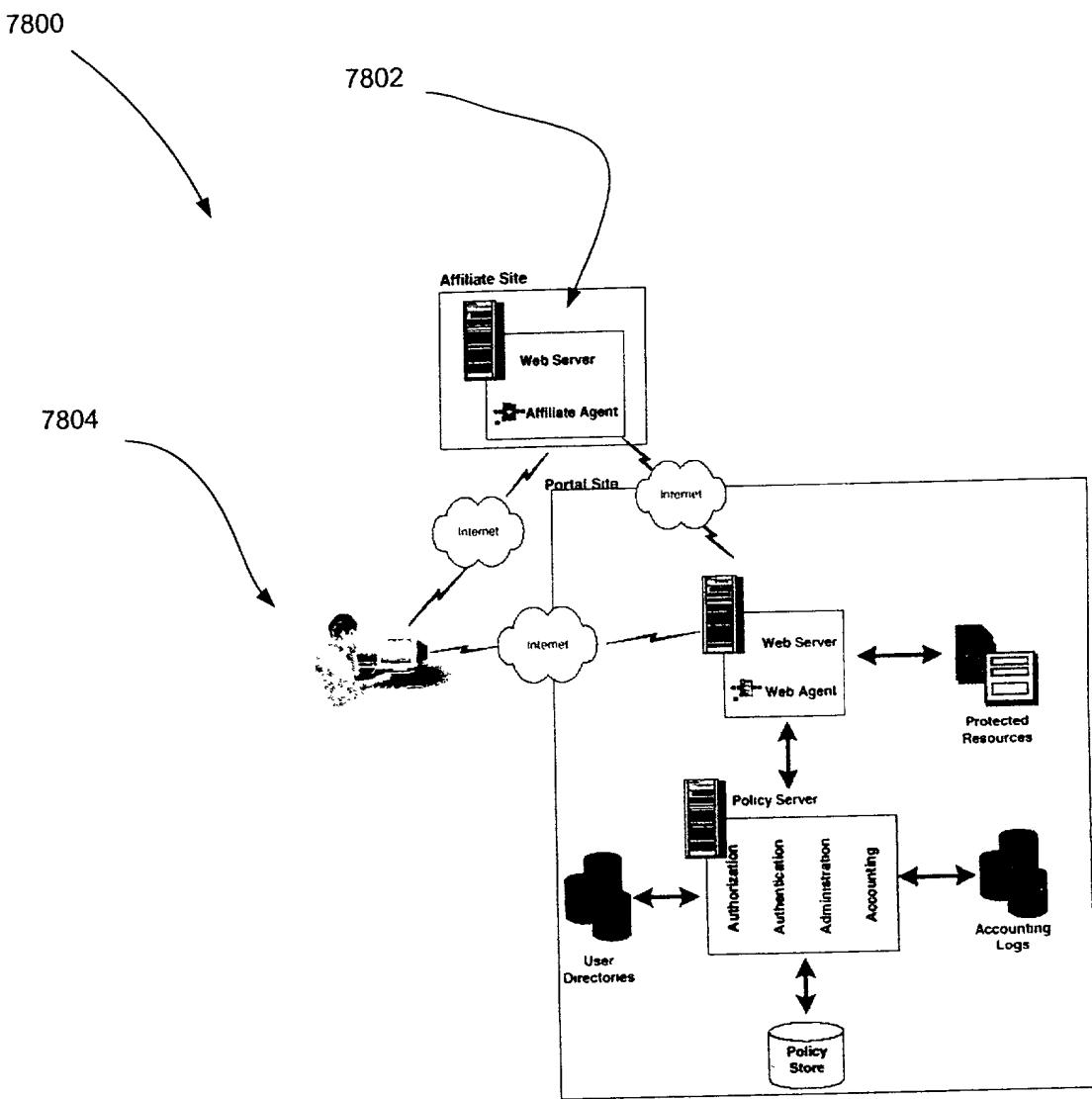


Fig. 78

7900

7902

Policy-Based Web Security Model

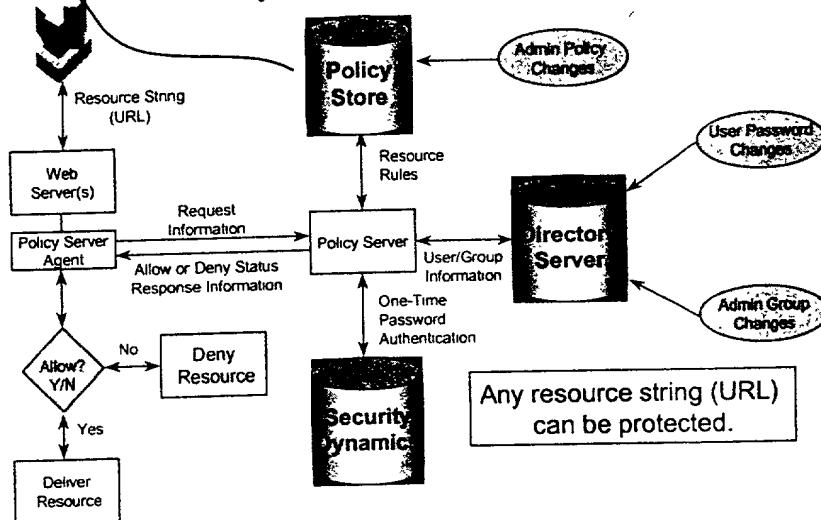


Fig. 79

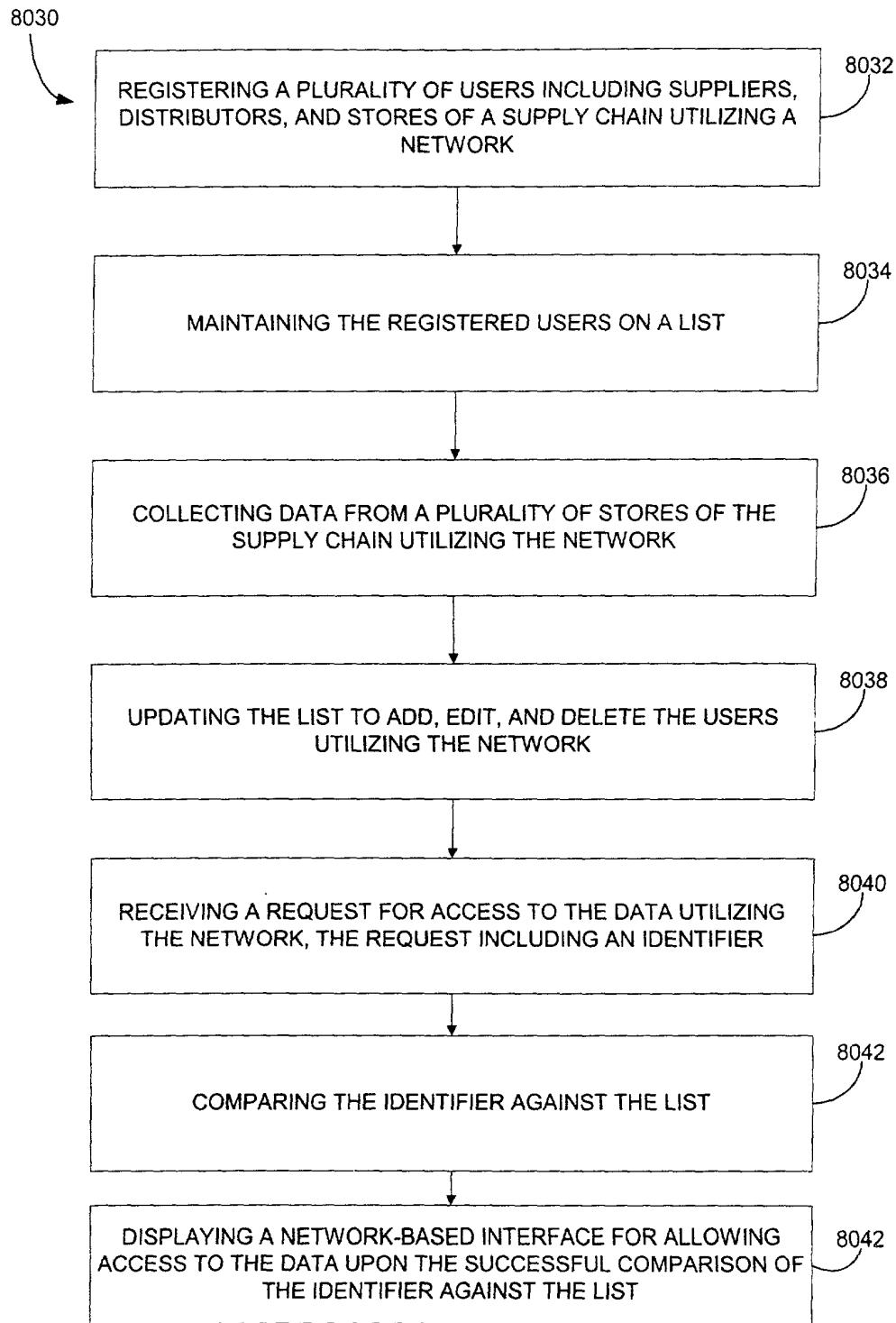


FIG. 80

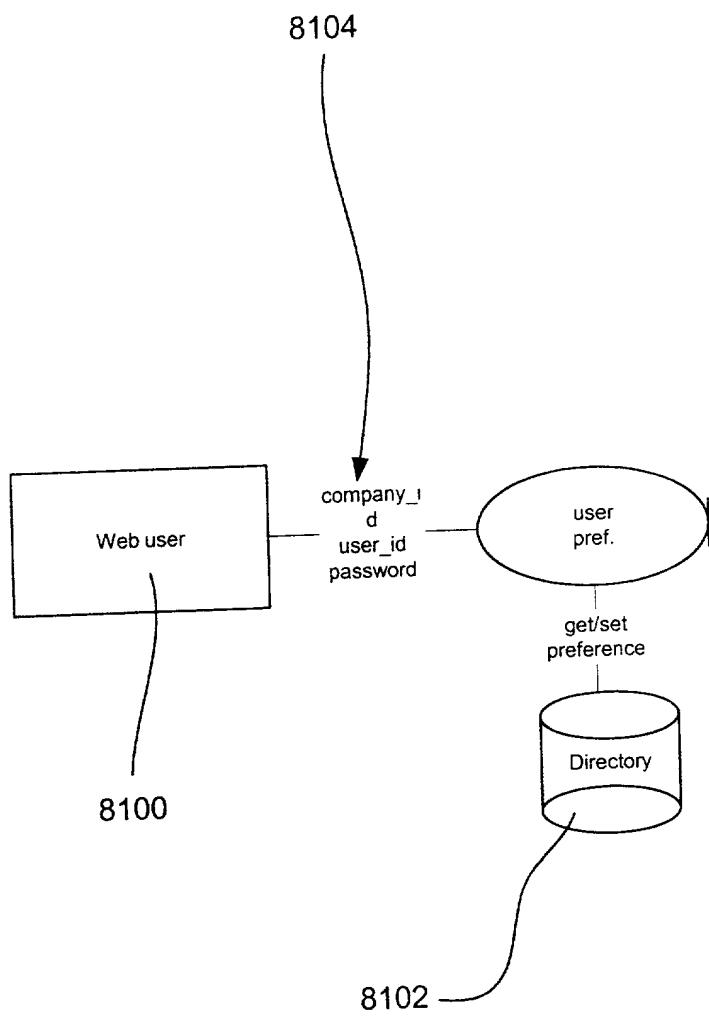


Fig. 81

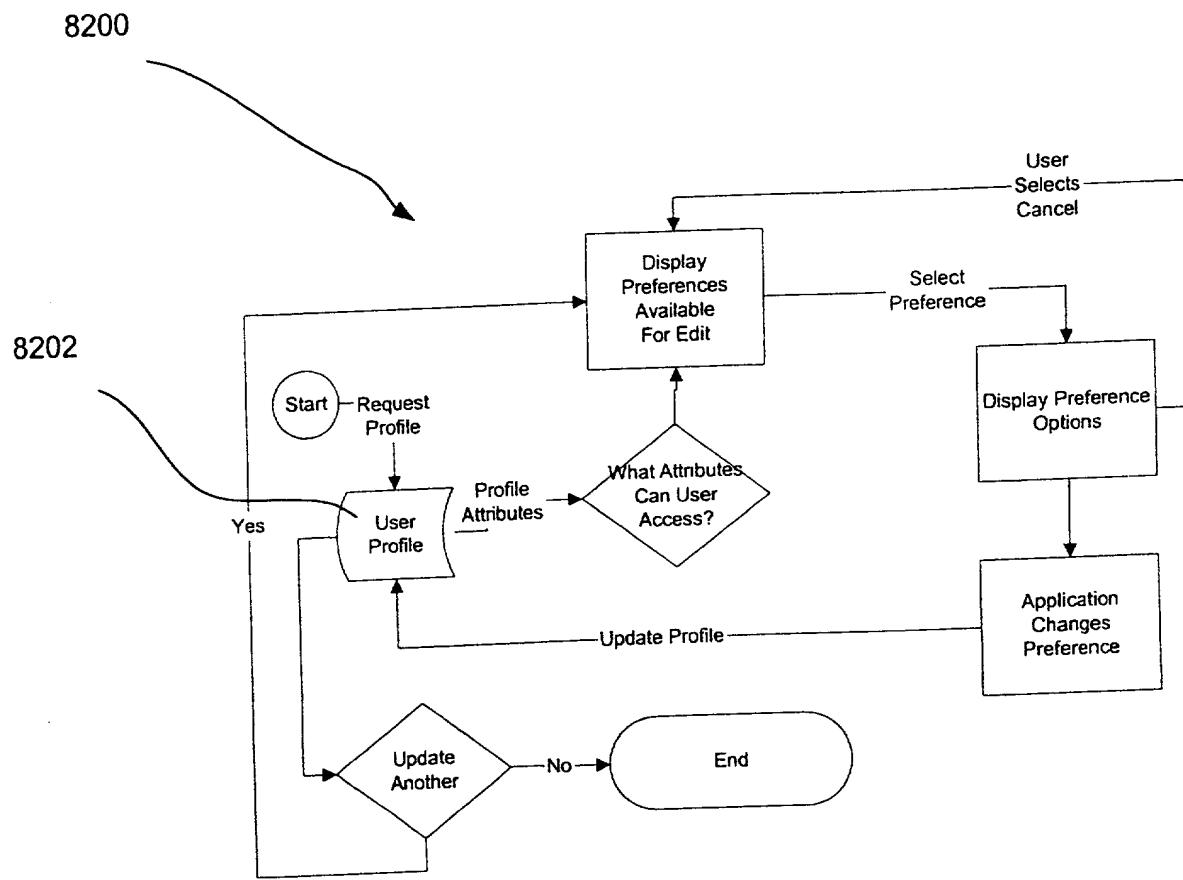


Fig. 82

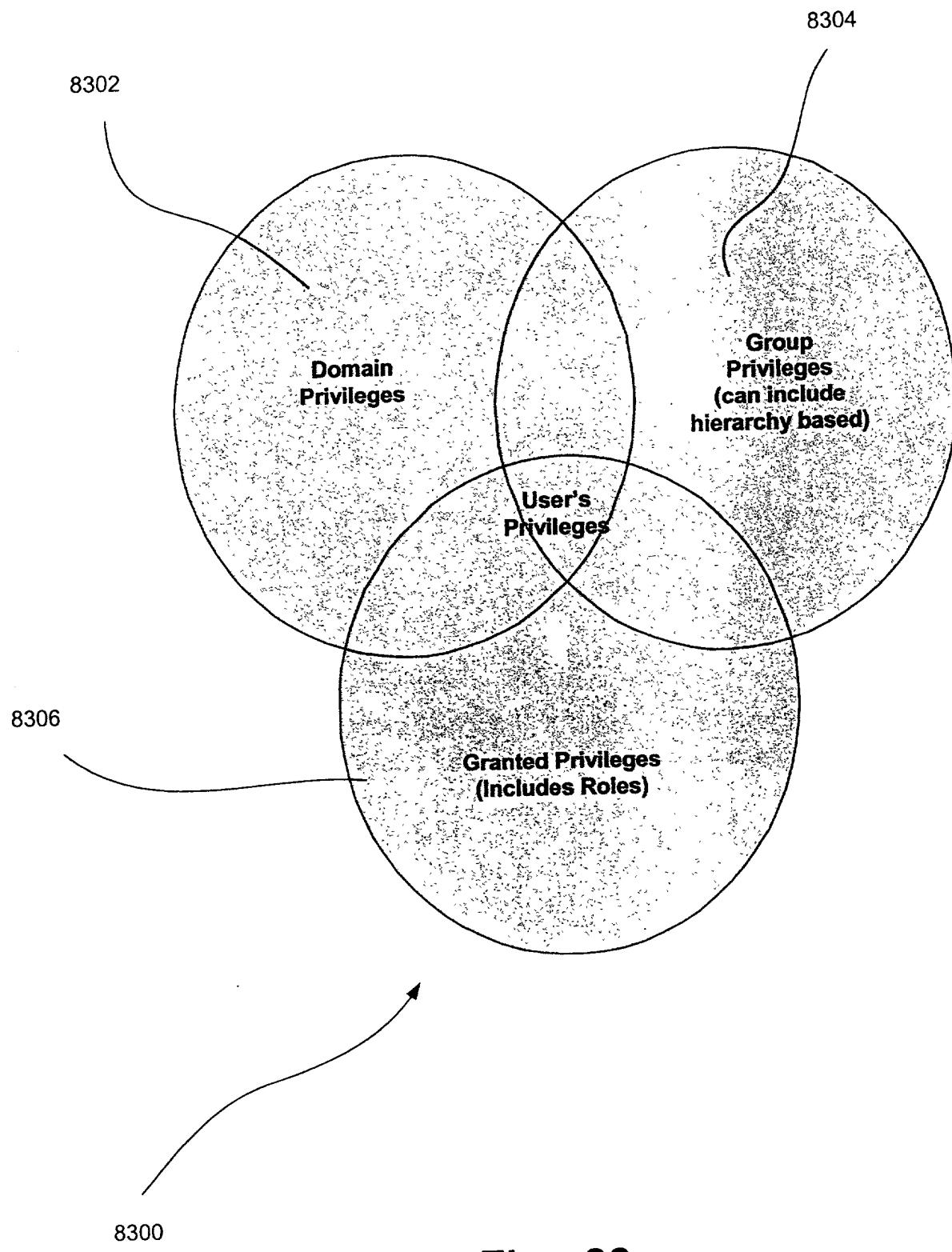


Fig. 83

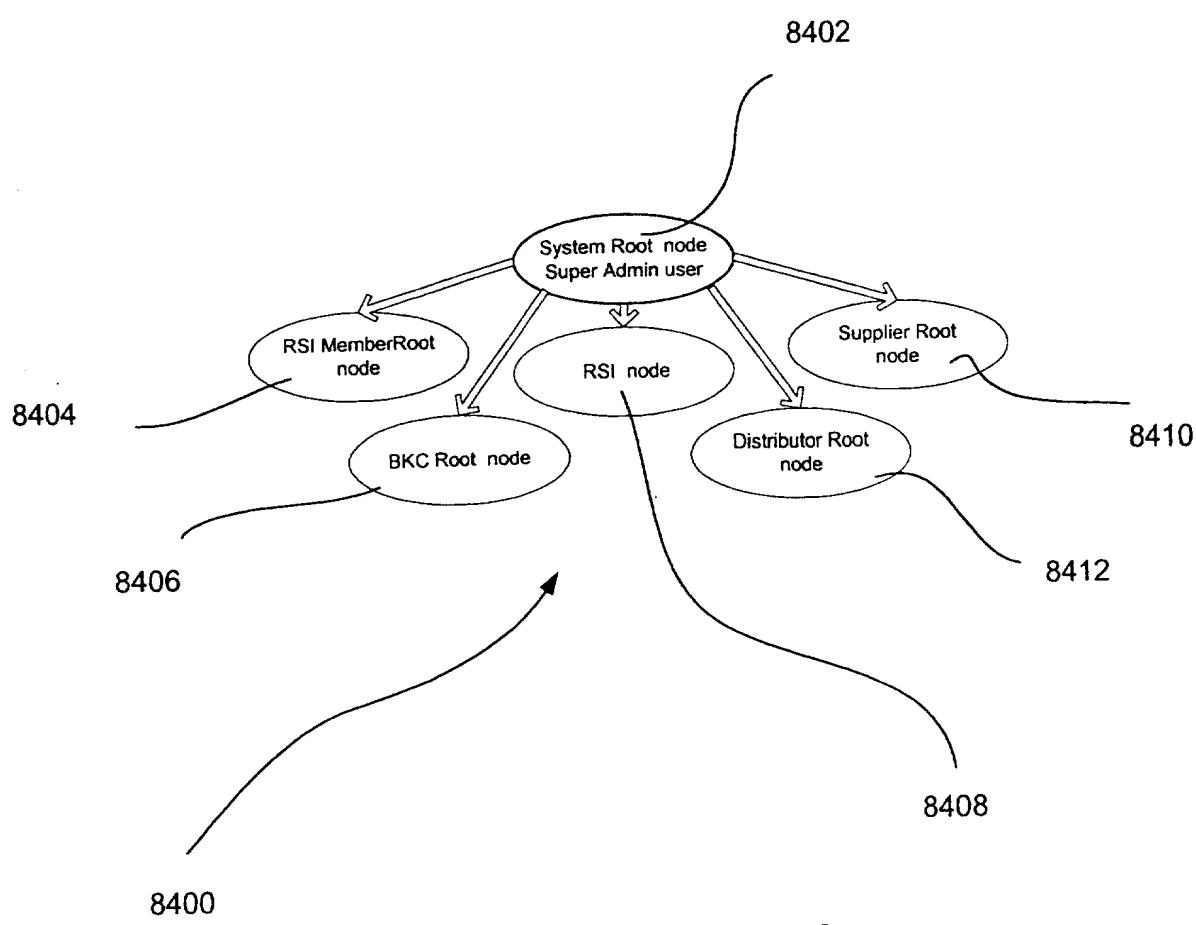


Fig. 84

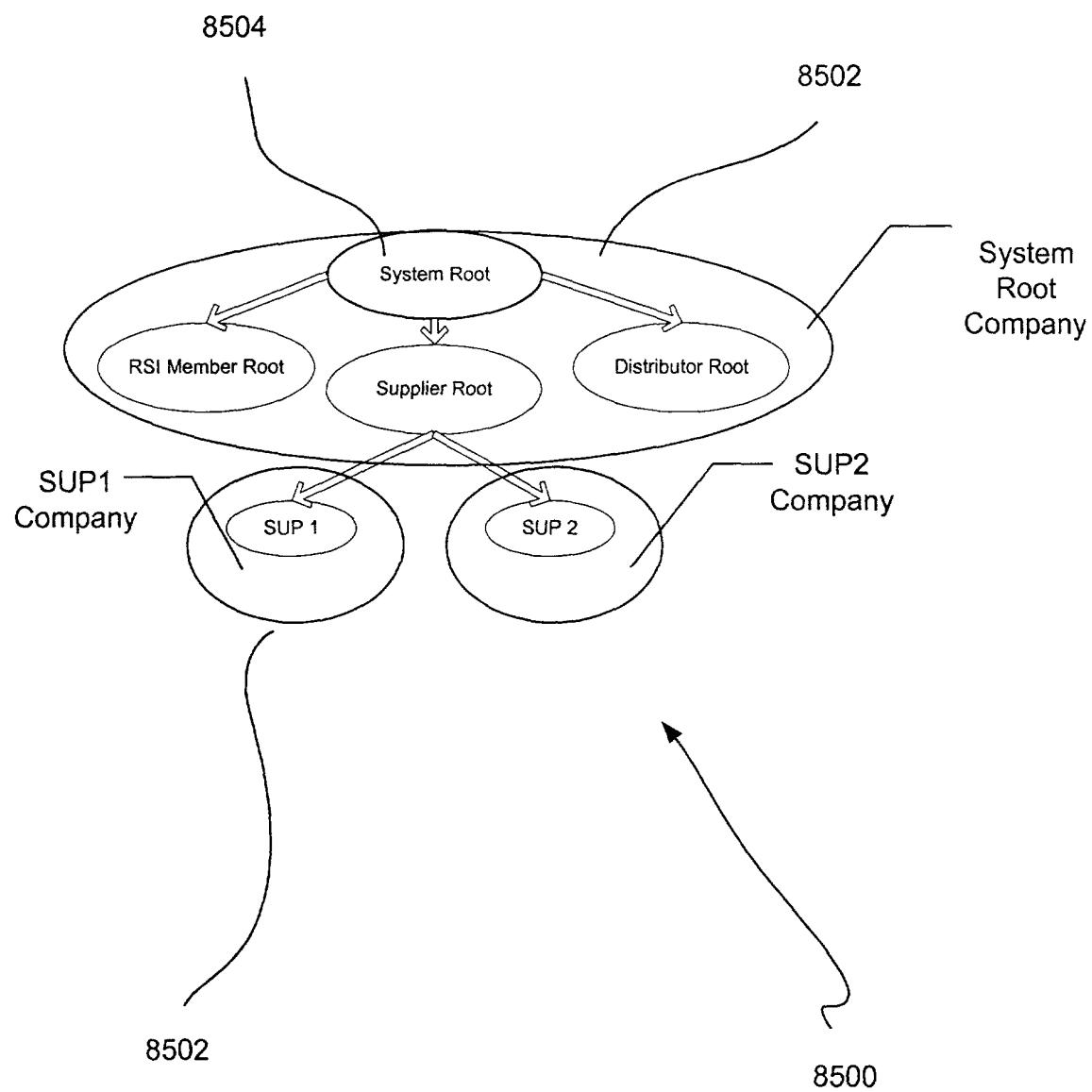


Fig. 85

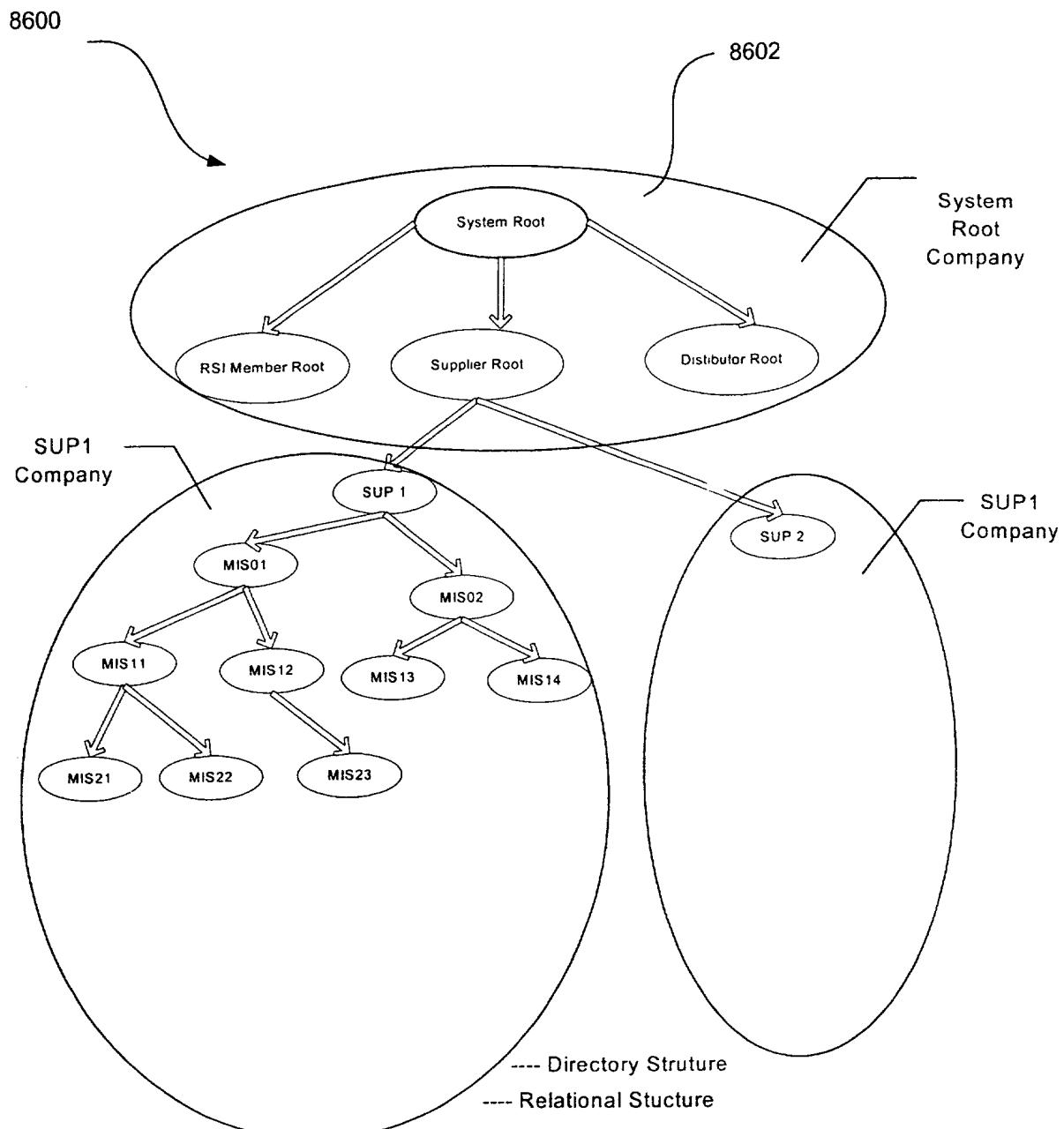


Fig. 86

8700

Group Hierarchy Management: Data Flow

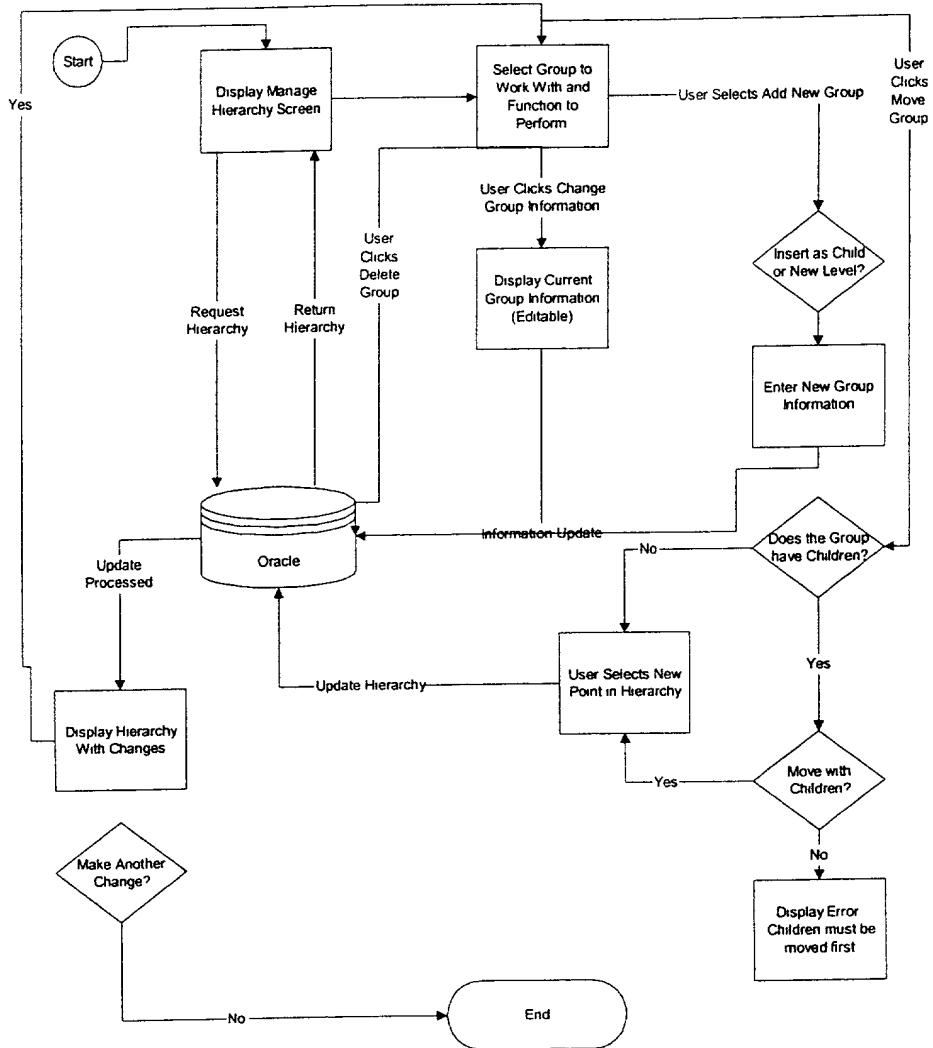


Fig. 87

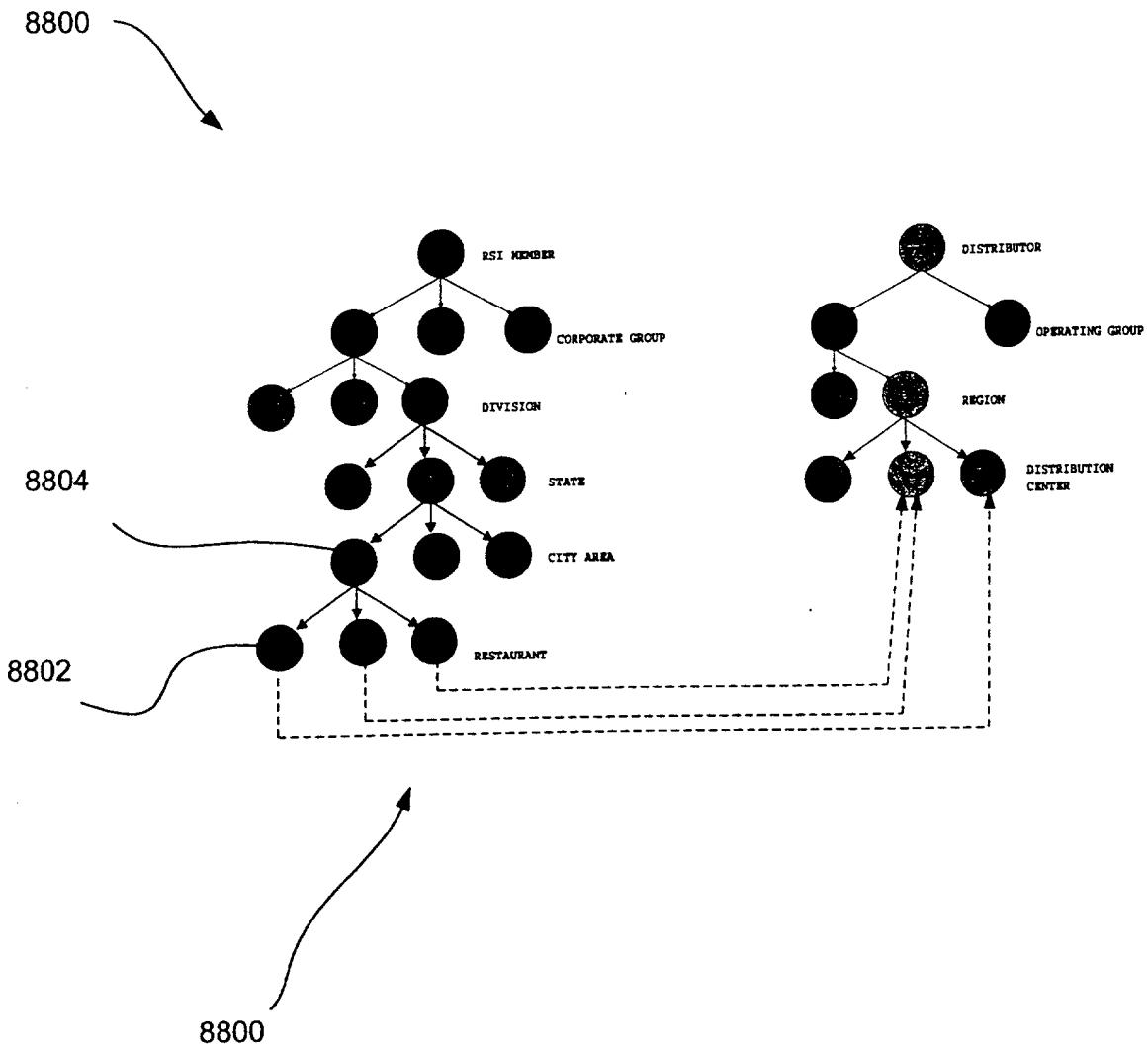


Fig. 88

8902

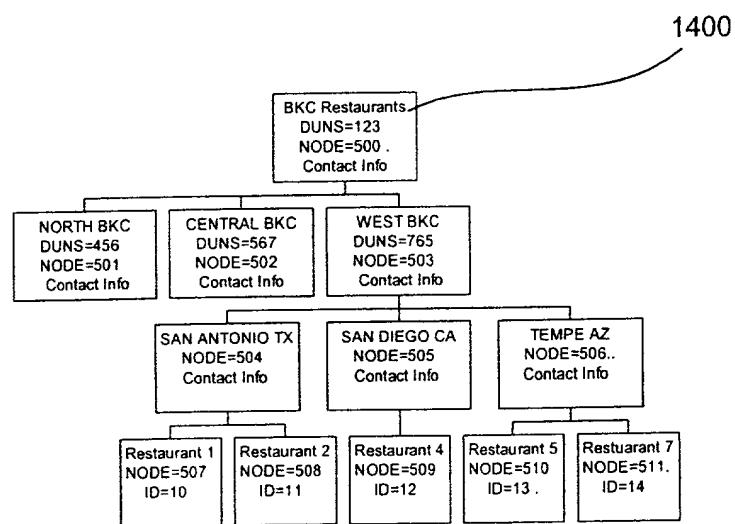


Fig. 89

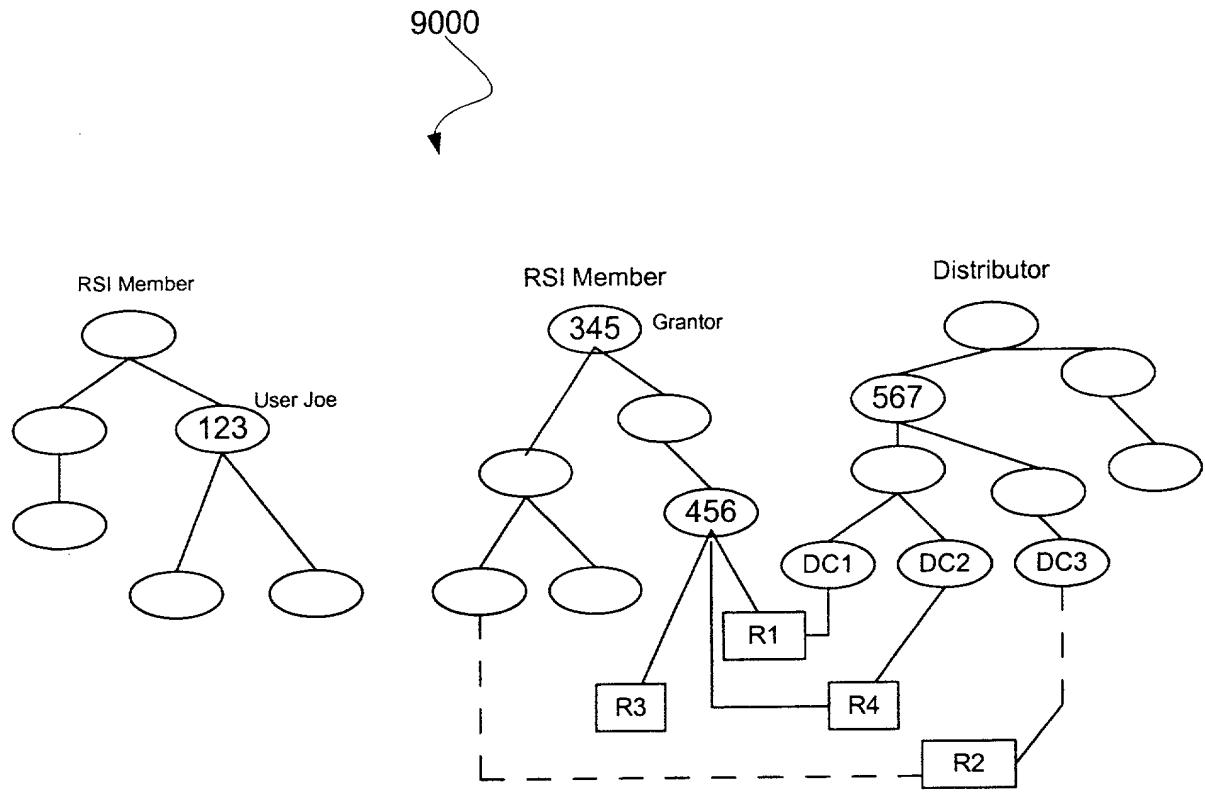


FIG. 90

9100

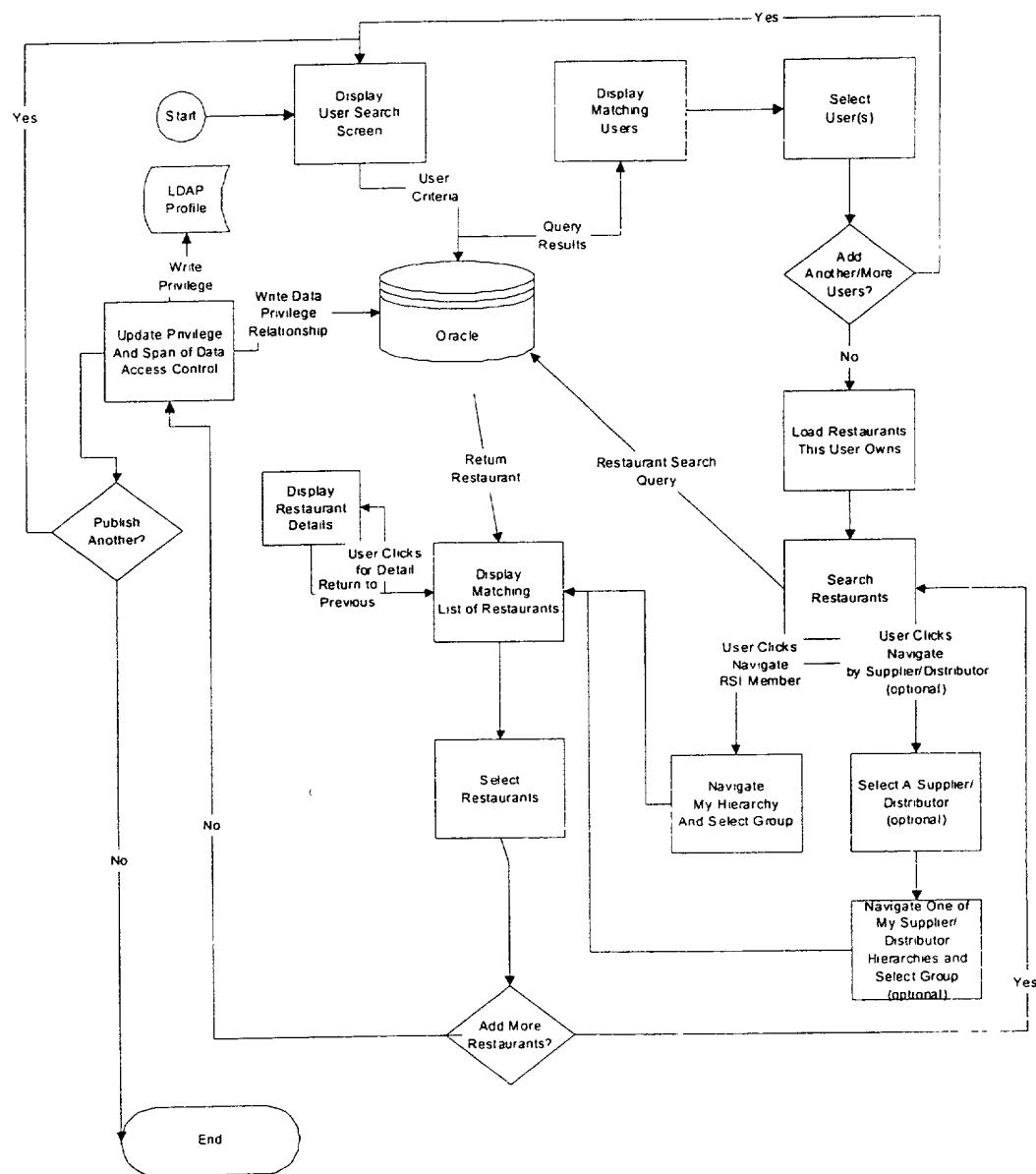


Fig. 91

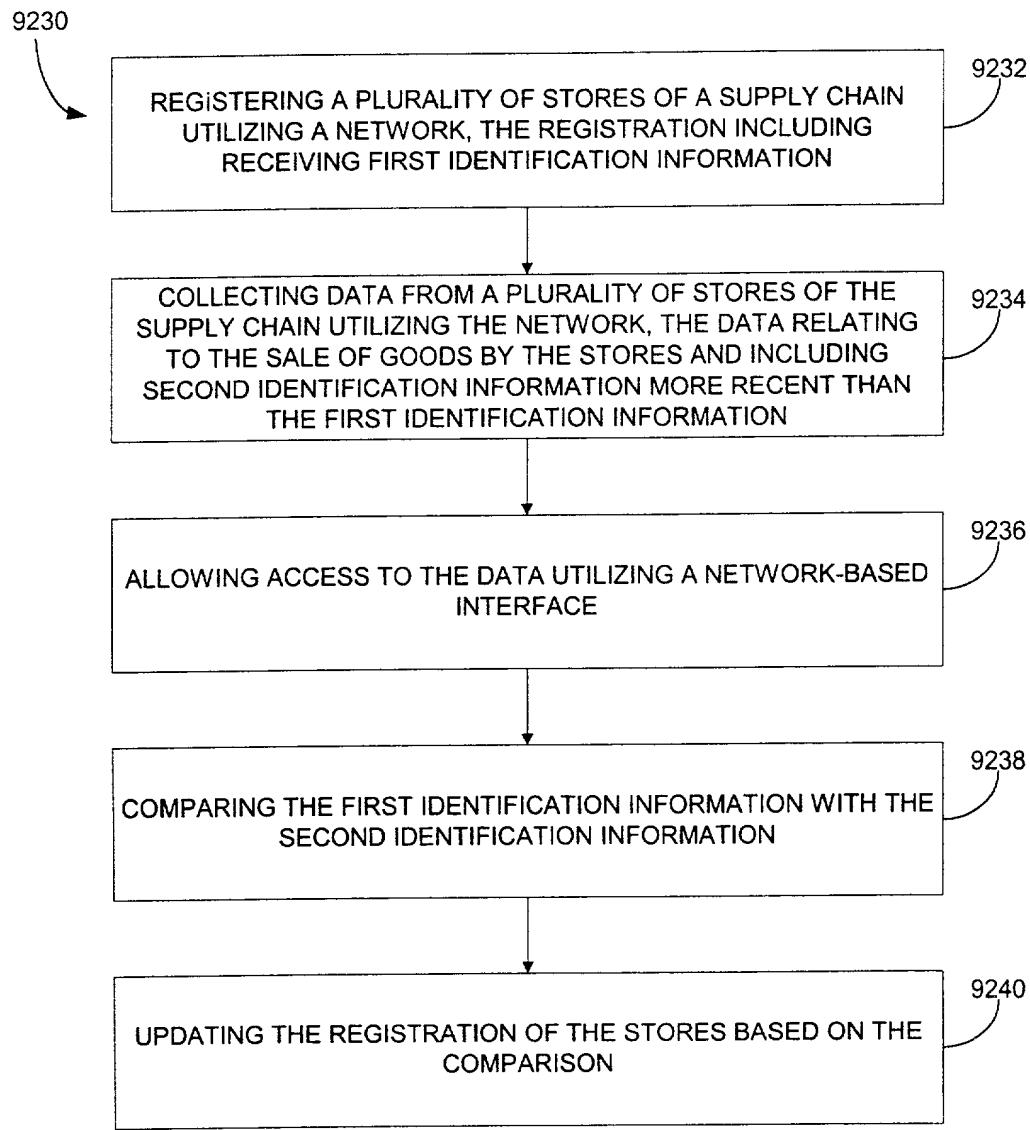


FIG. 92

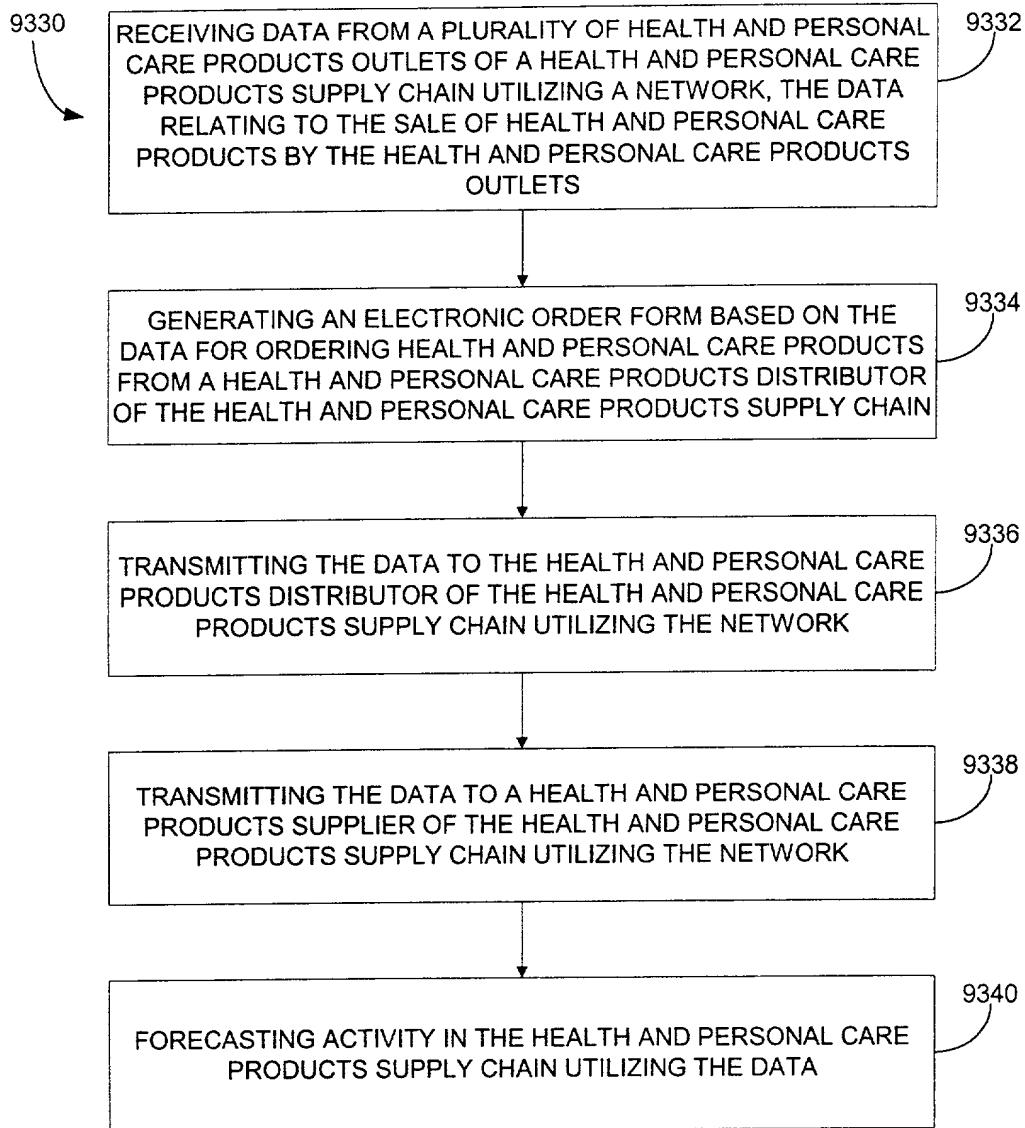


FIG. 93

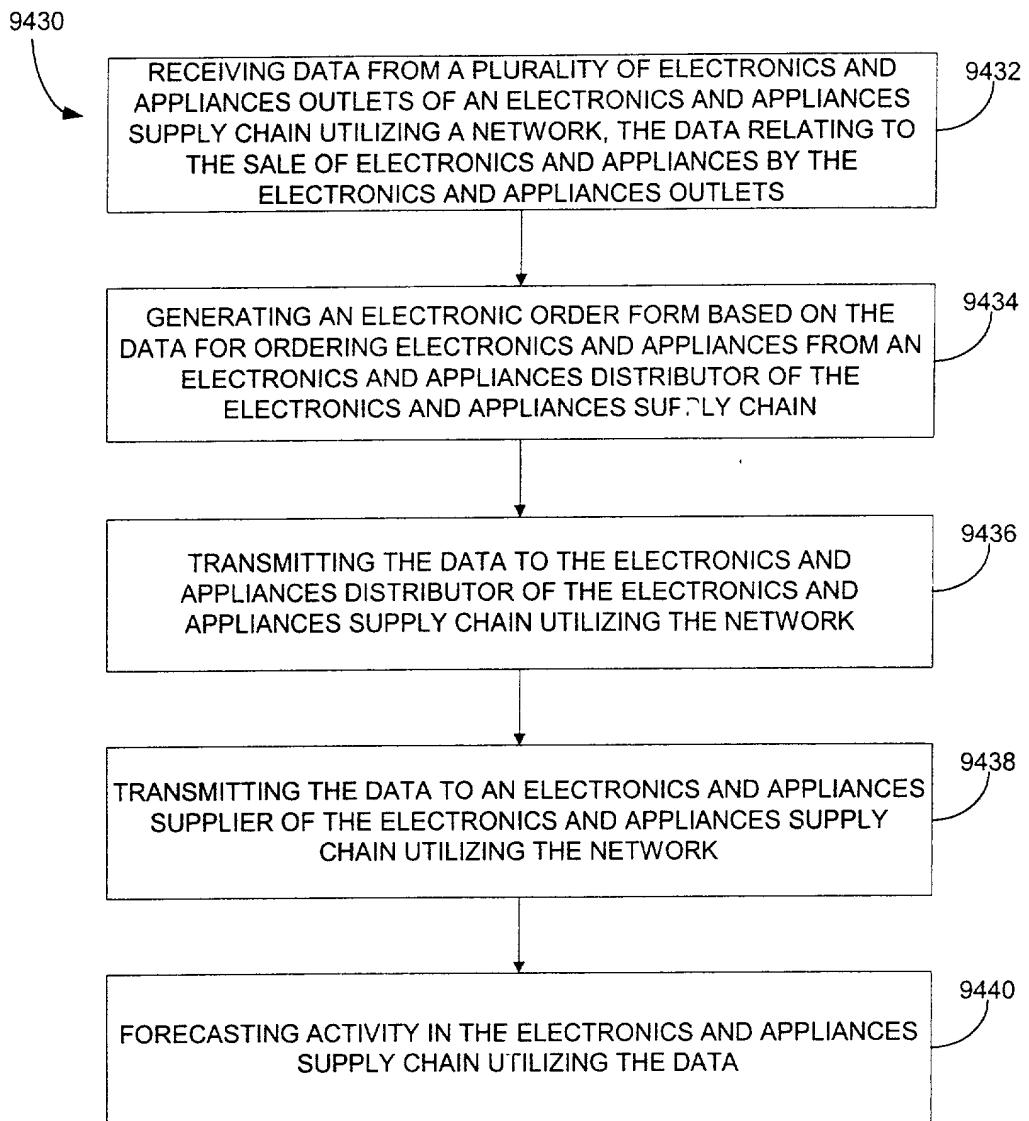


FIG. 94

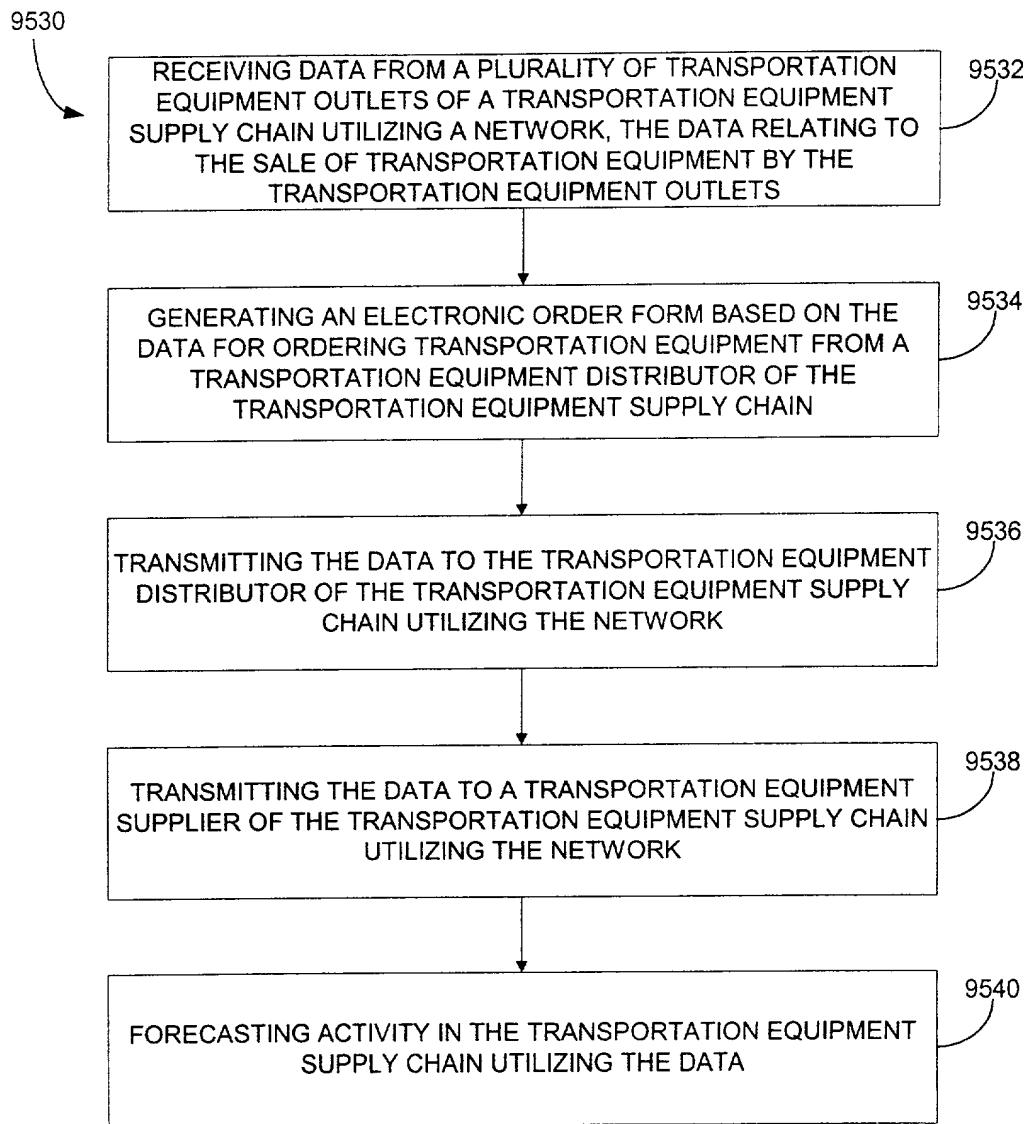


FIG. 95

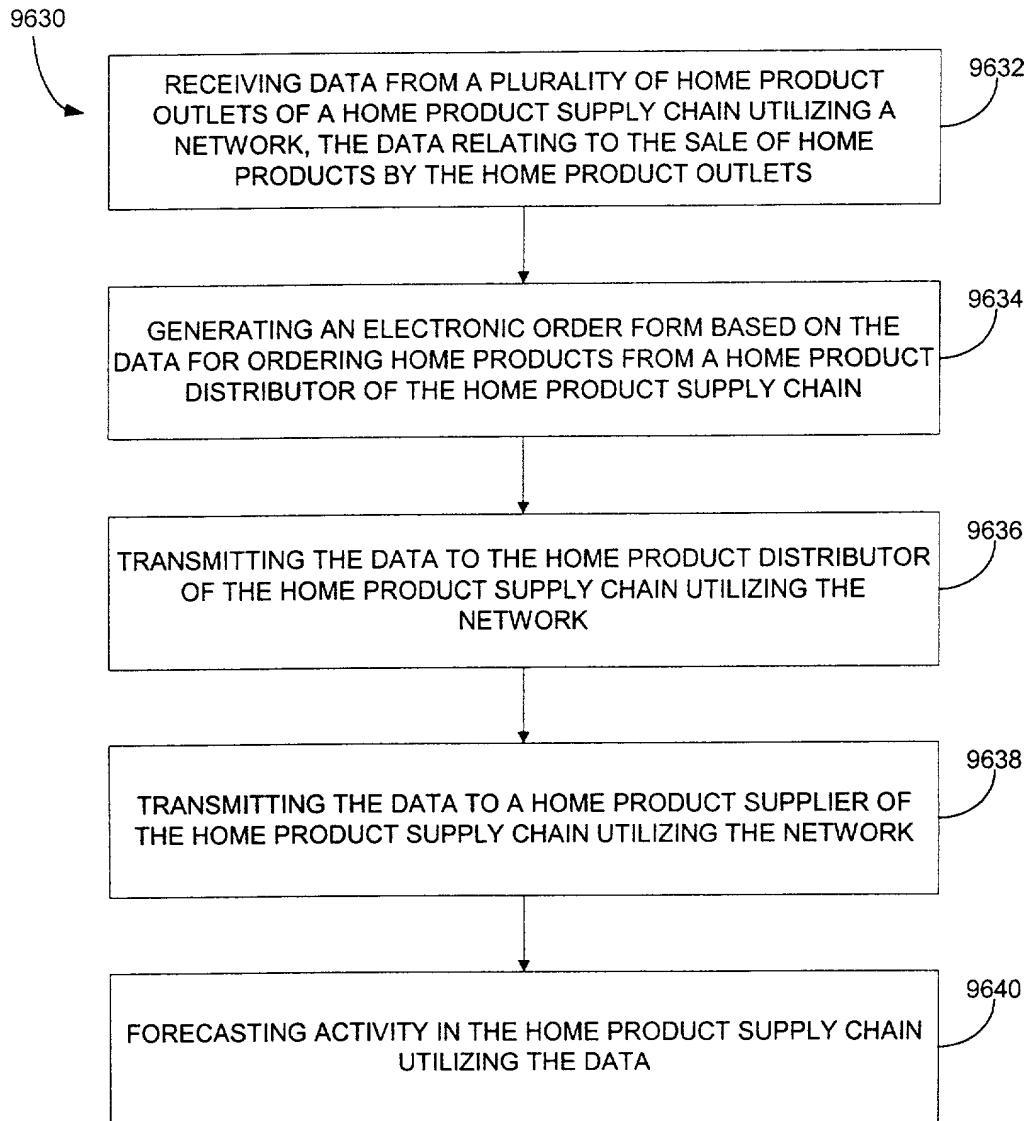


FIG. 96

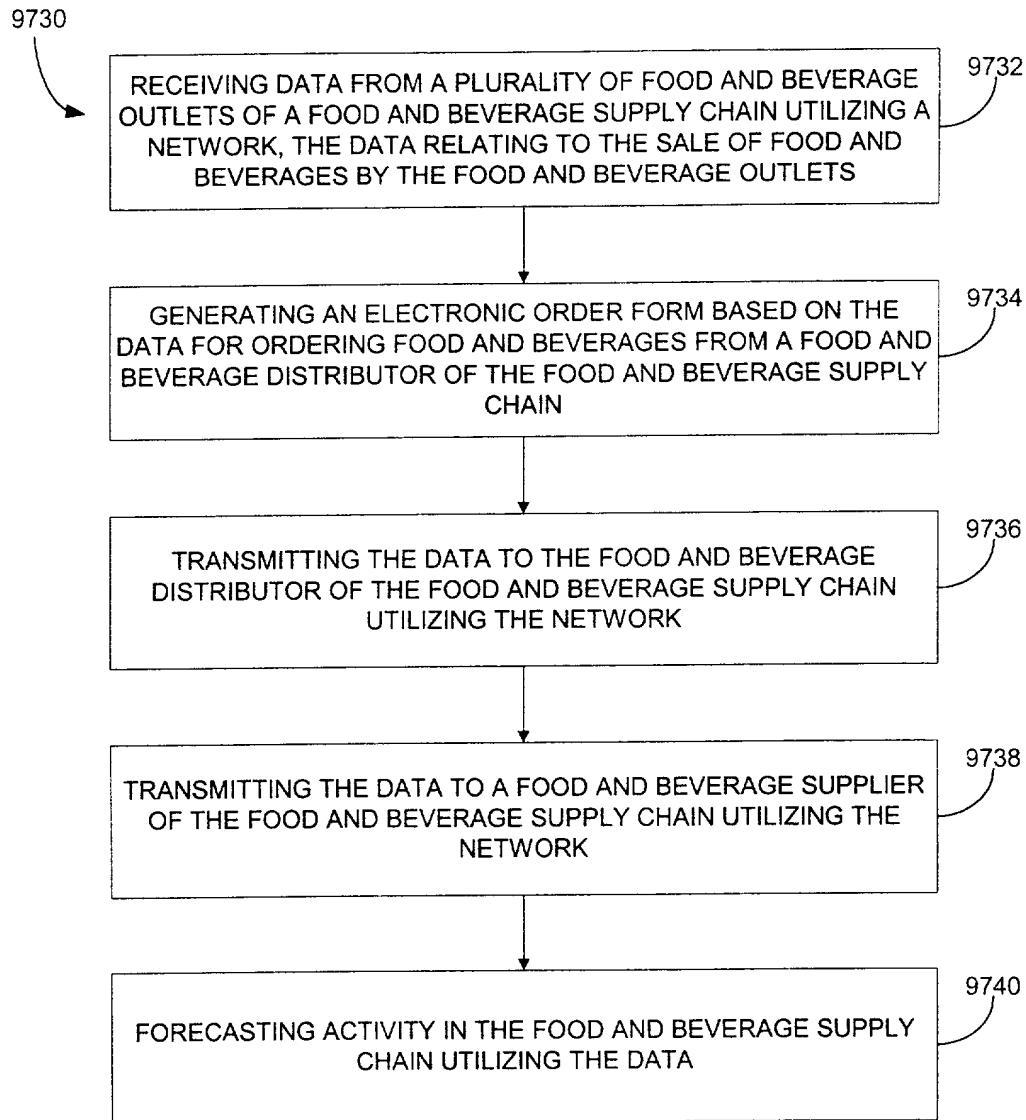


FIG. 97

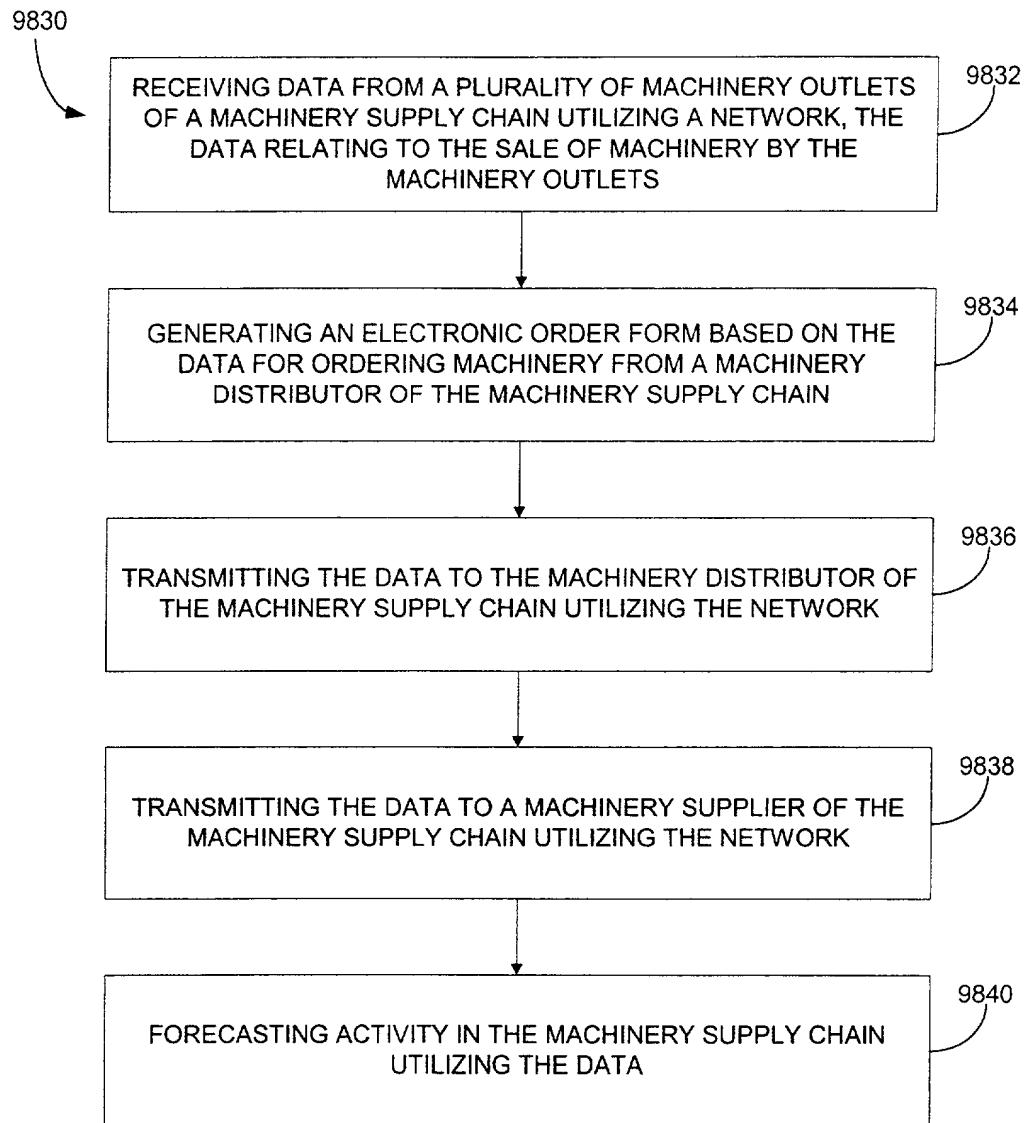


FIG. 98

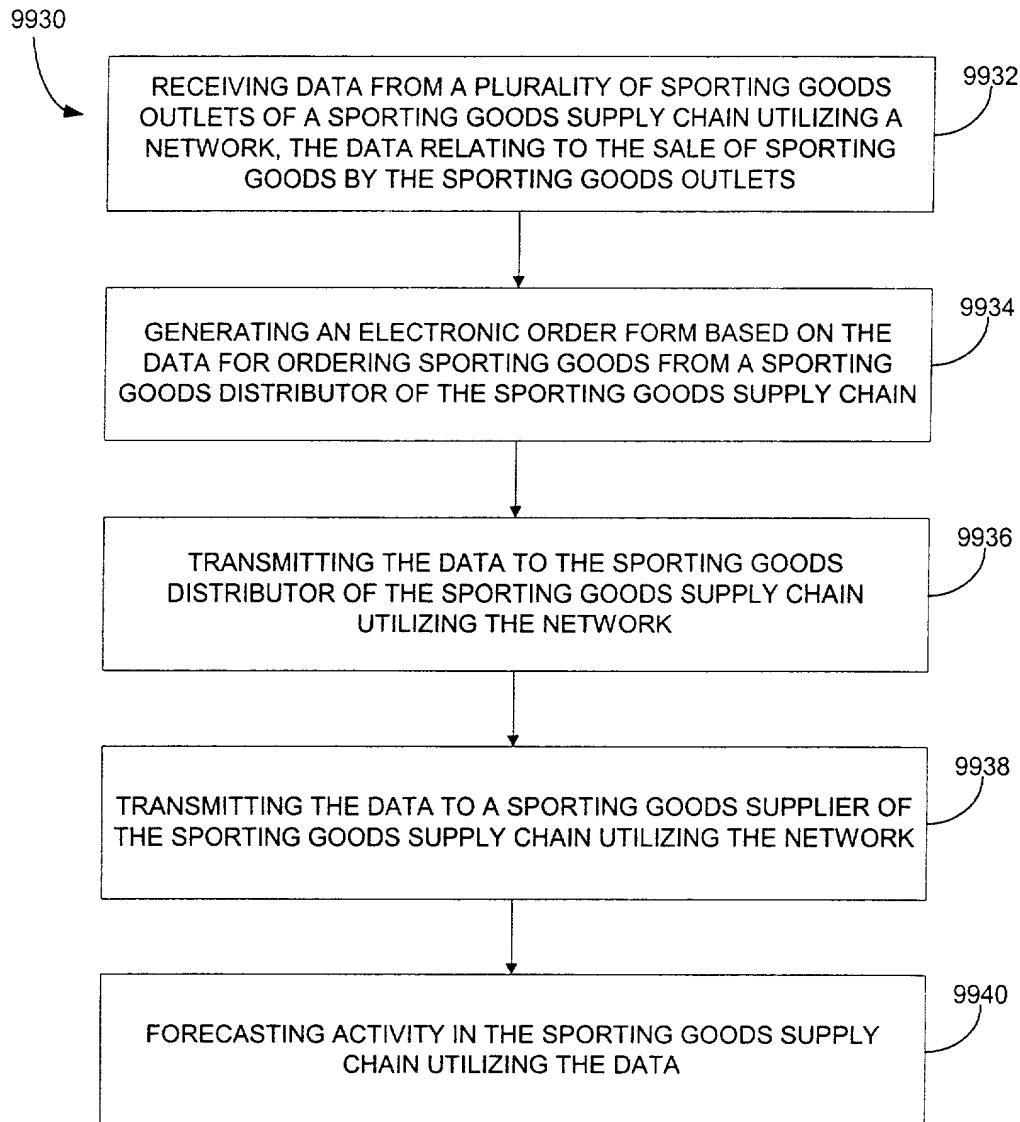


FIG. 99

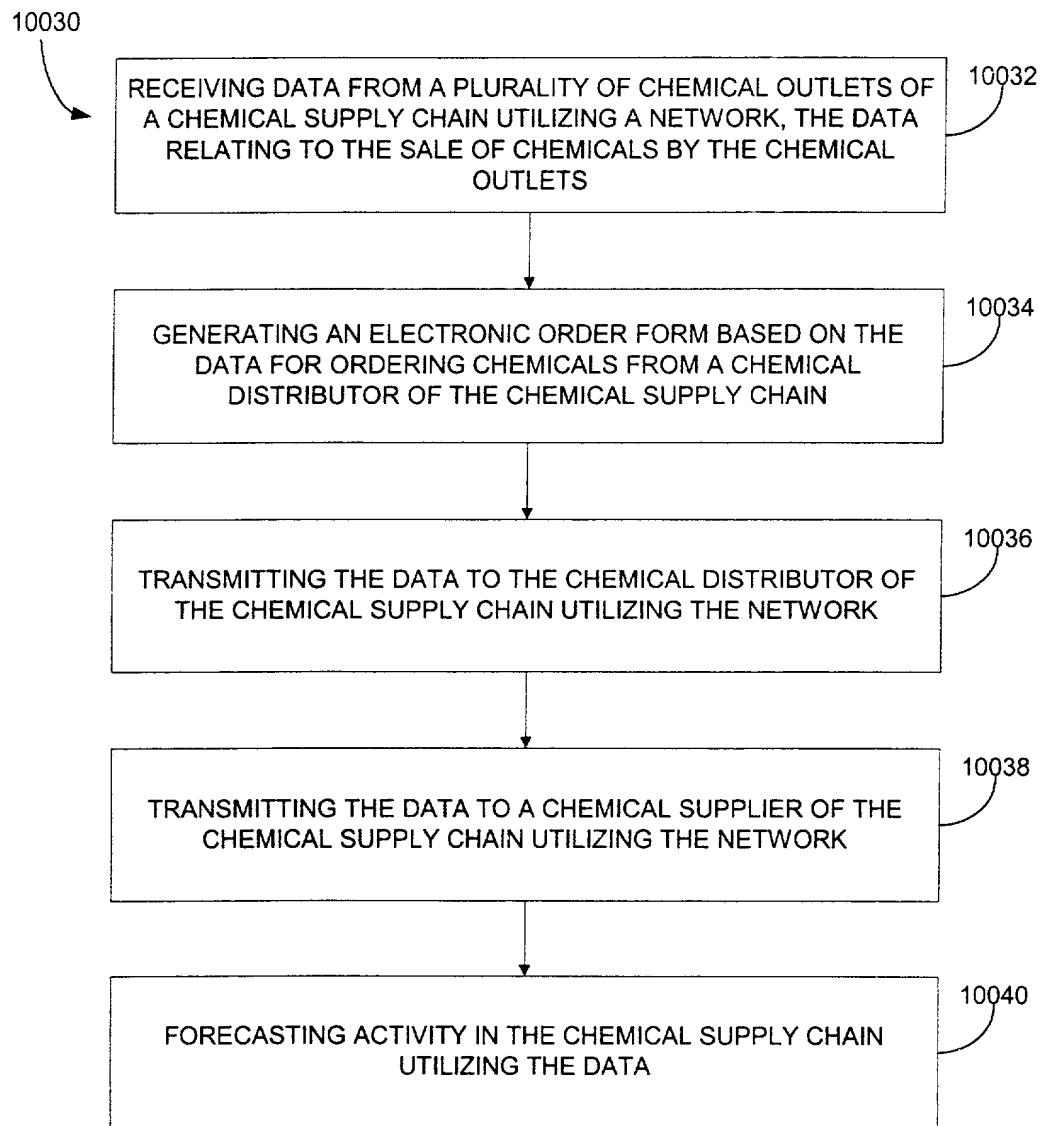


FIG. 100

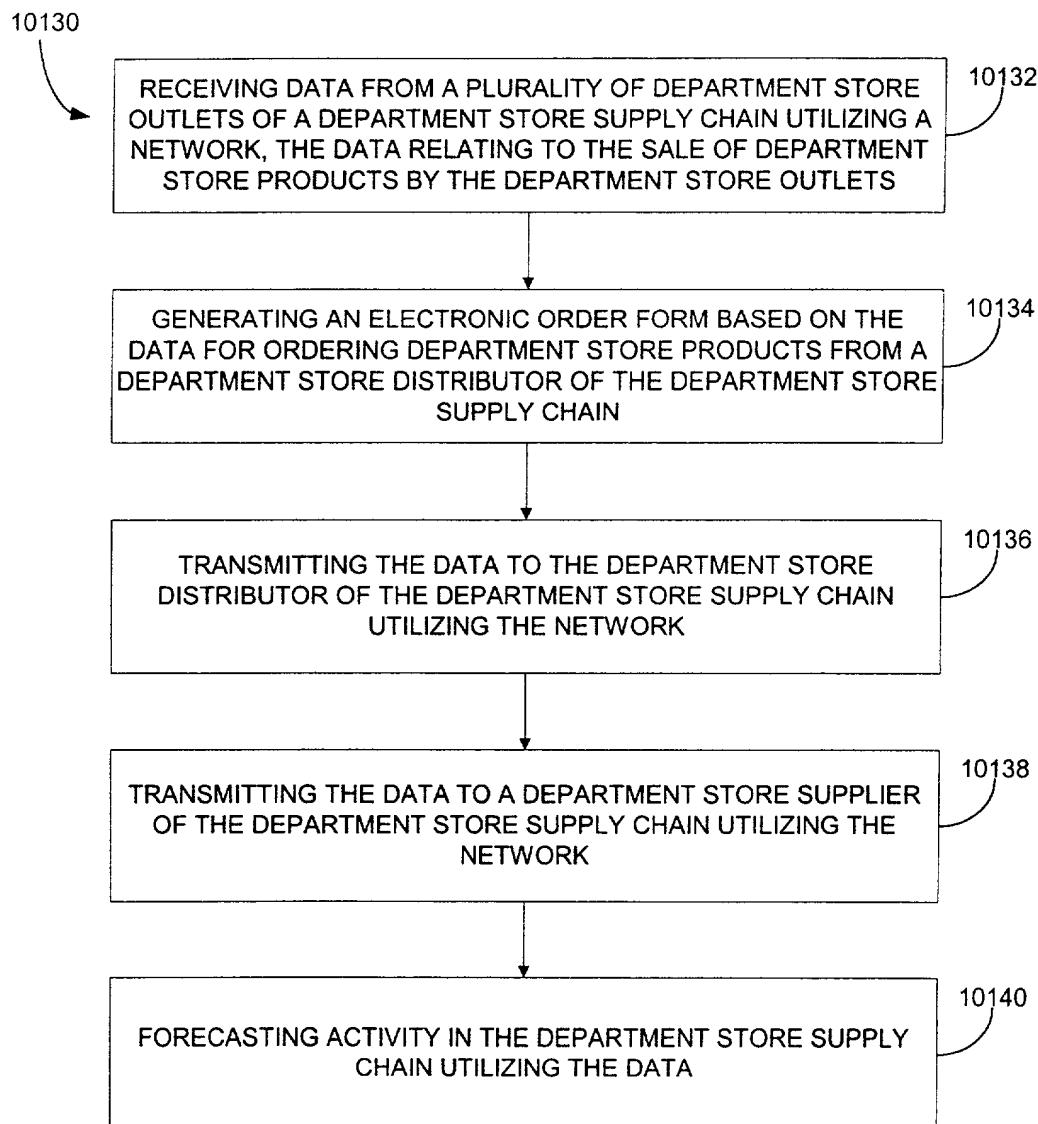


FIG. 101

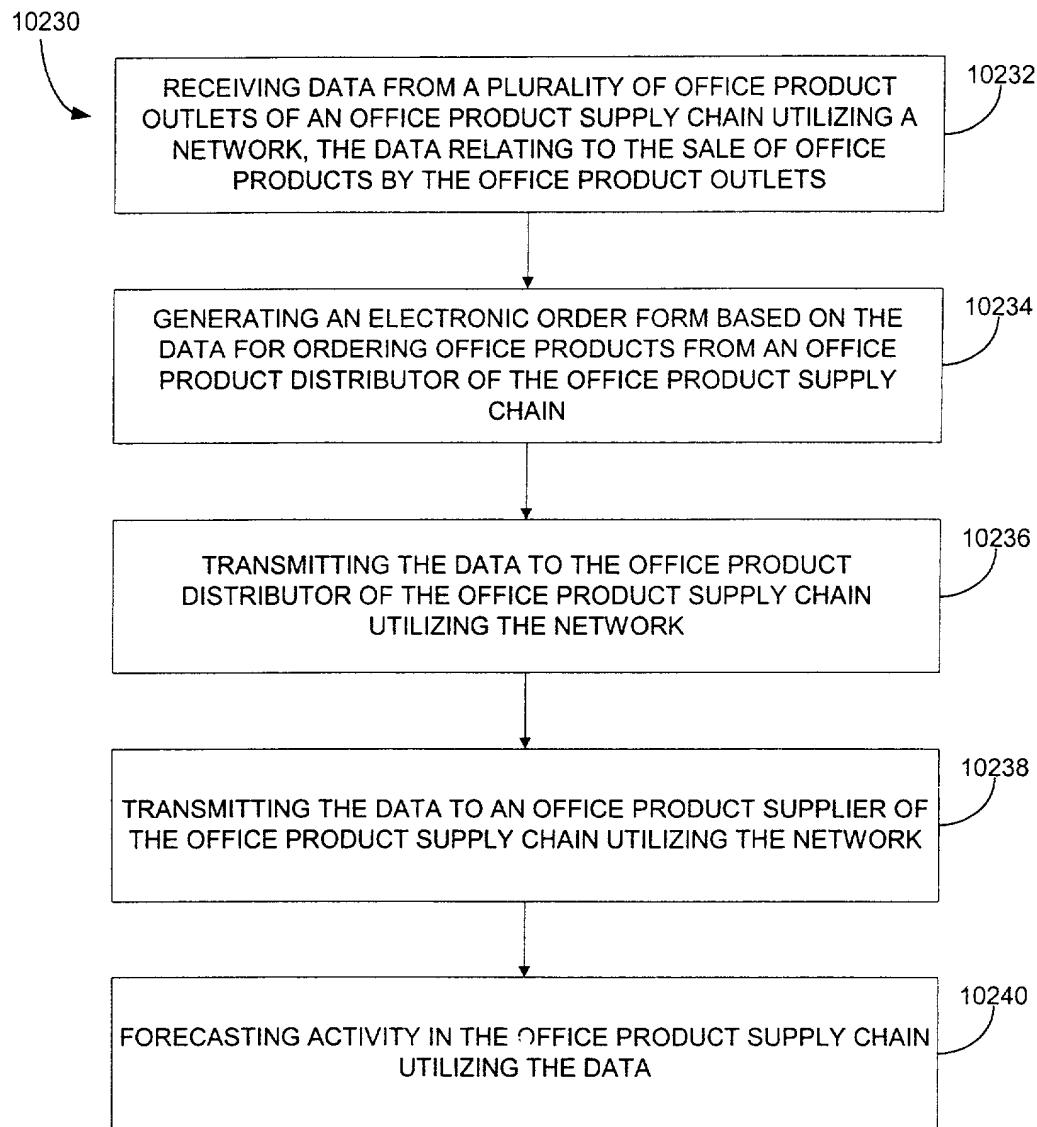


FIG. 102A

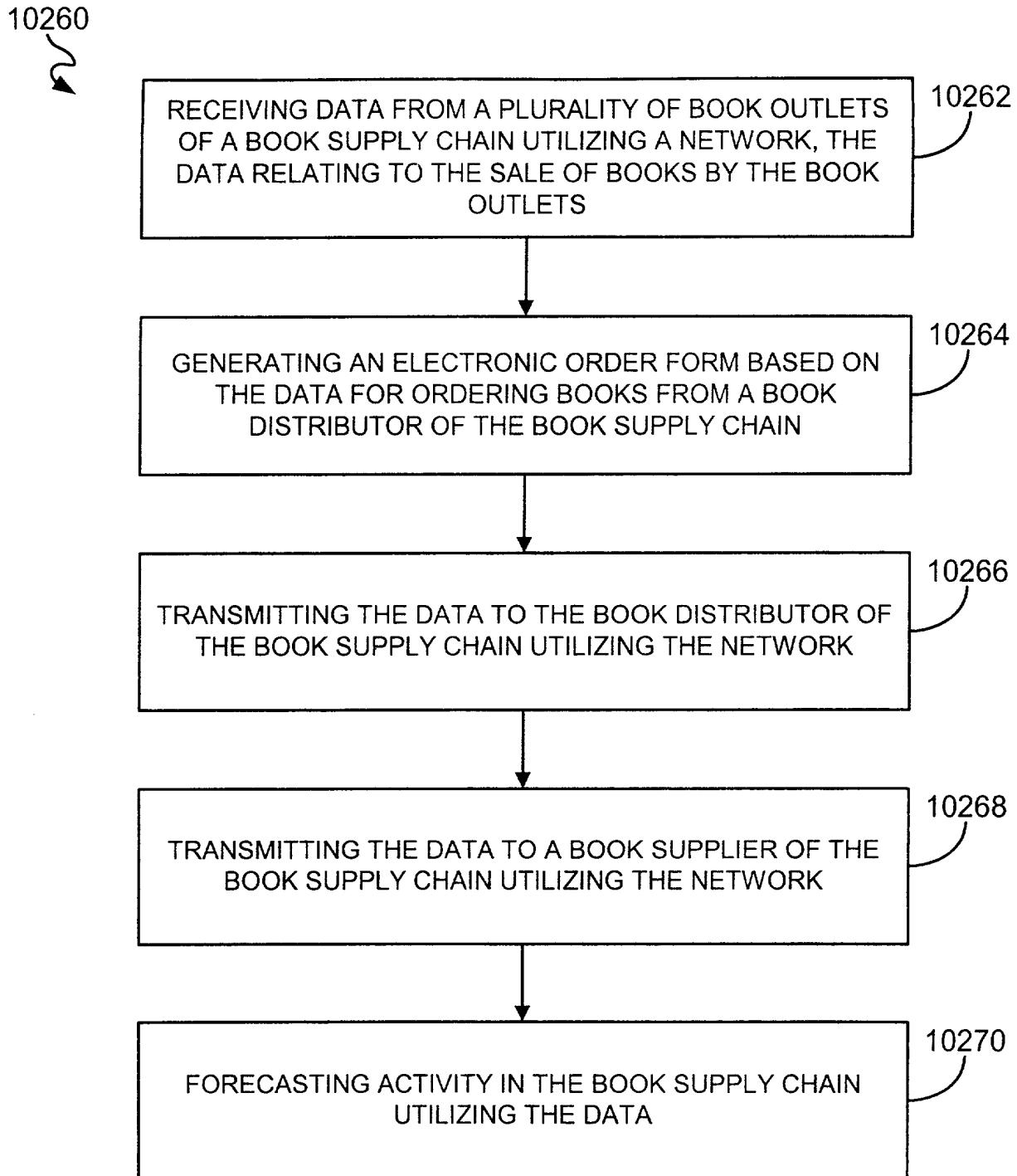


FIG. 102B

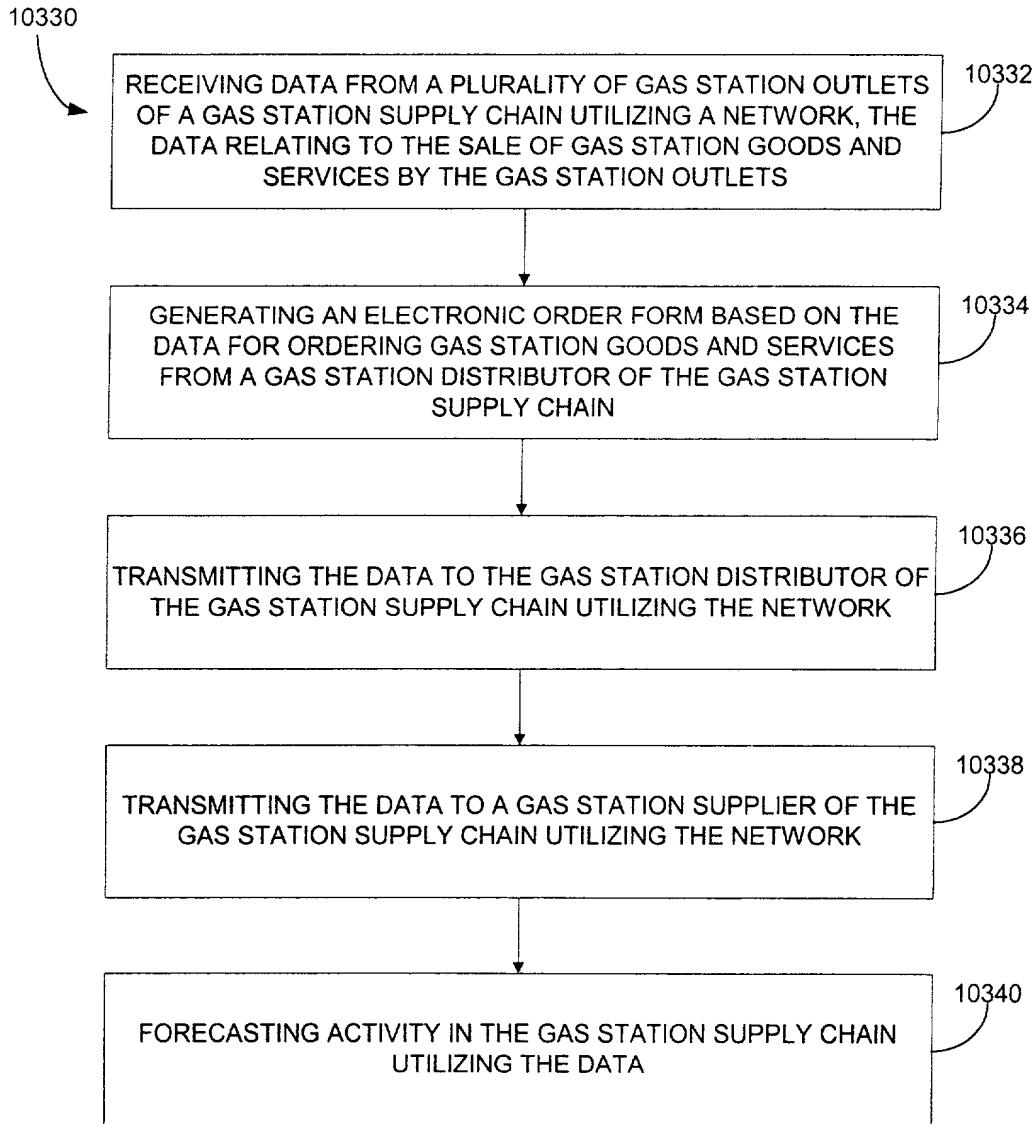


FIG. 103

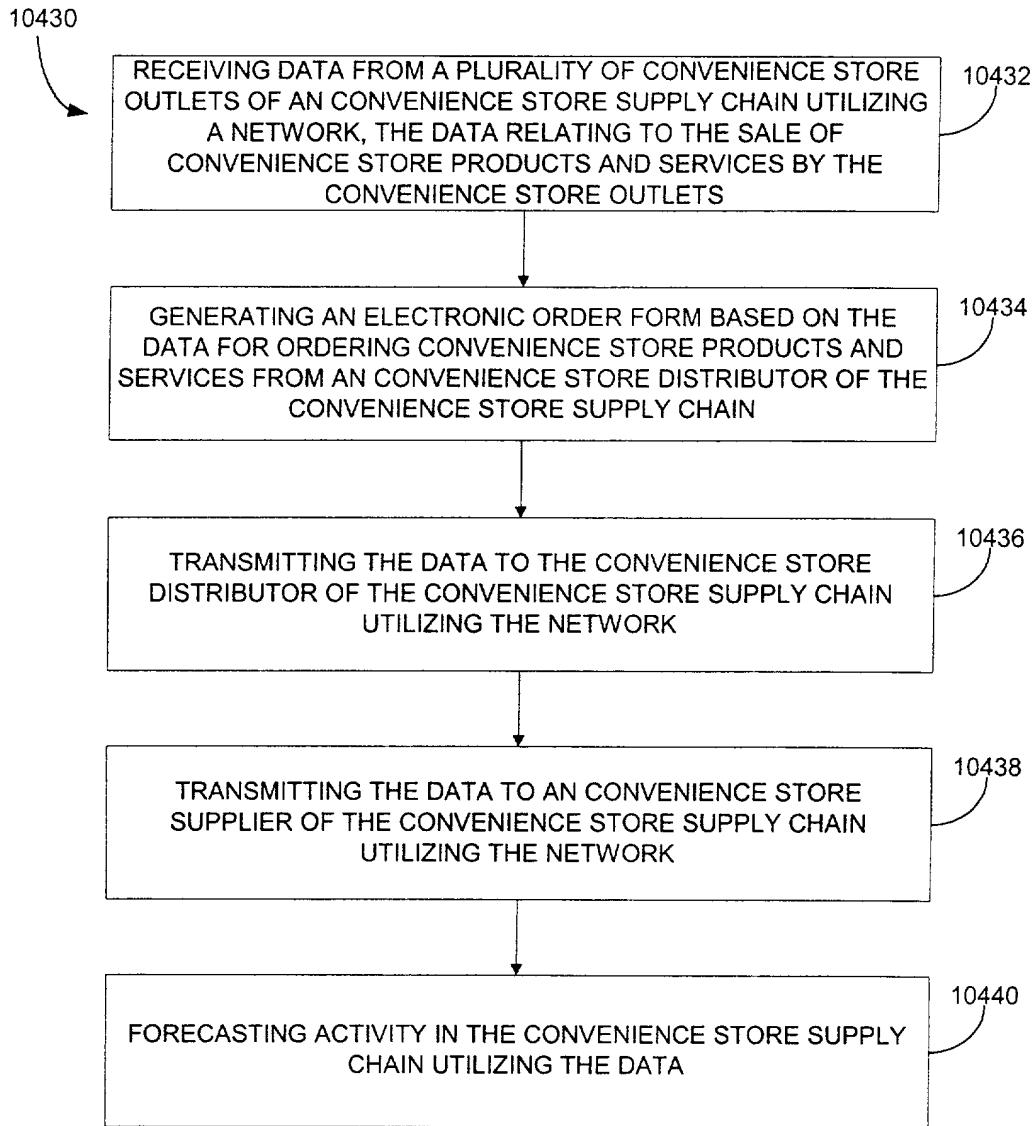


FIG. 104A

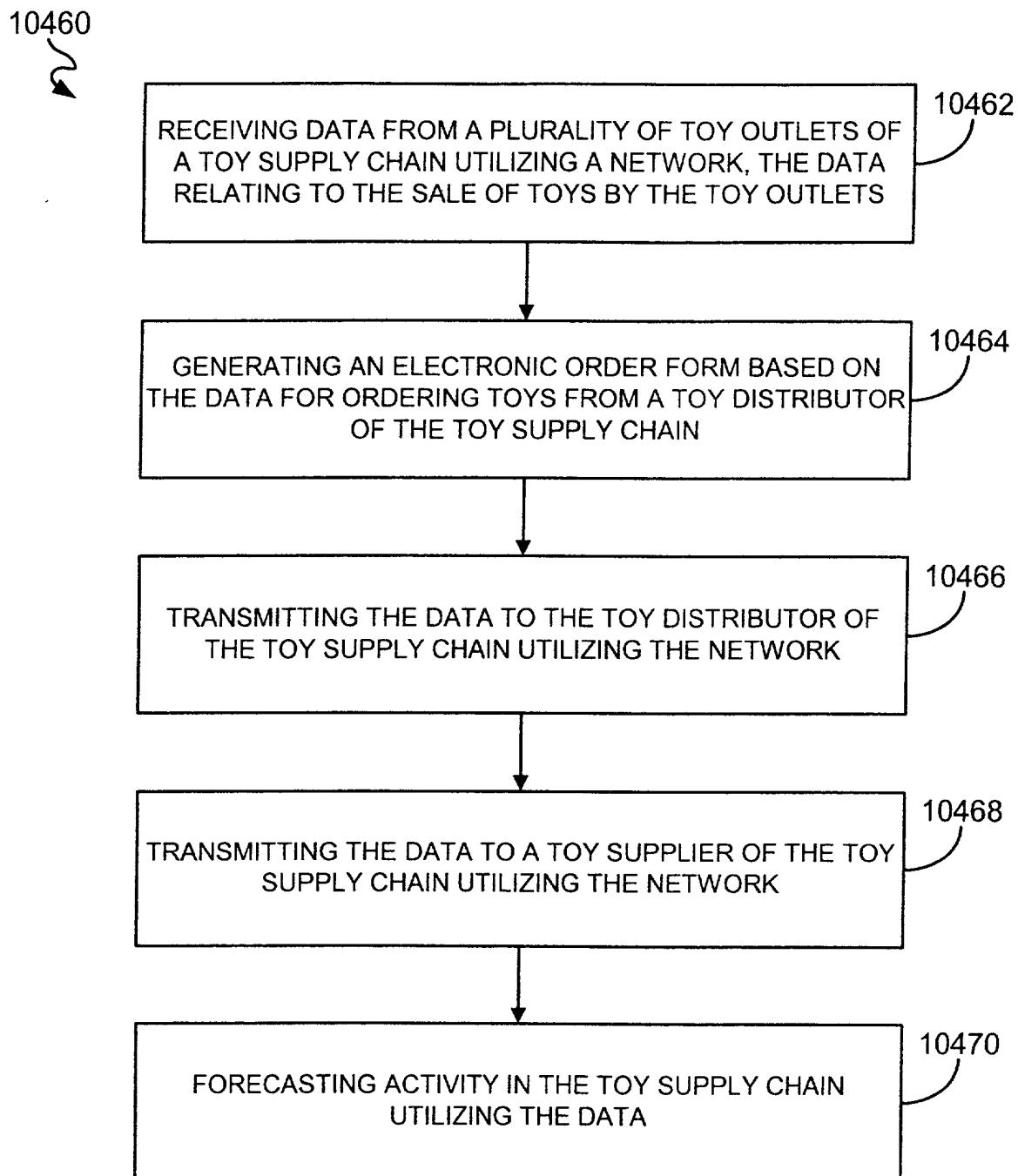


FIG. 104B

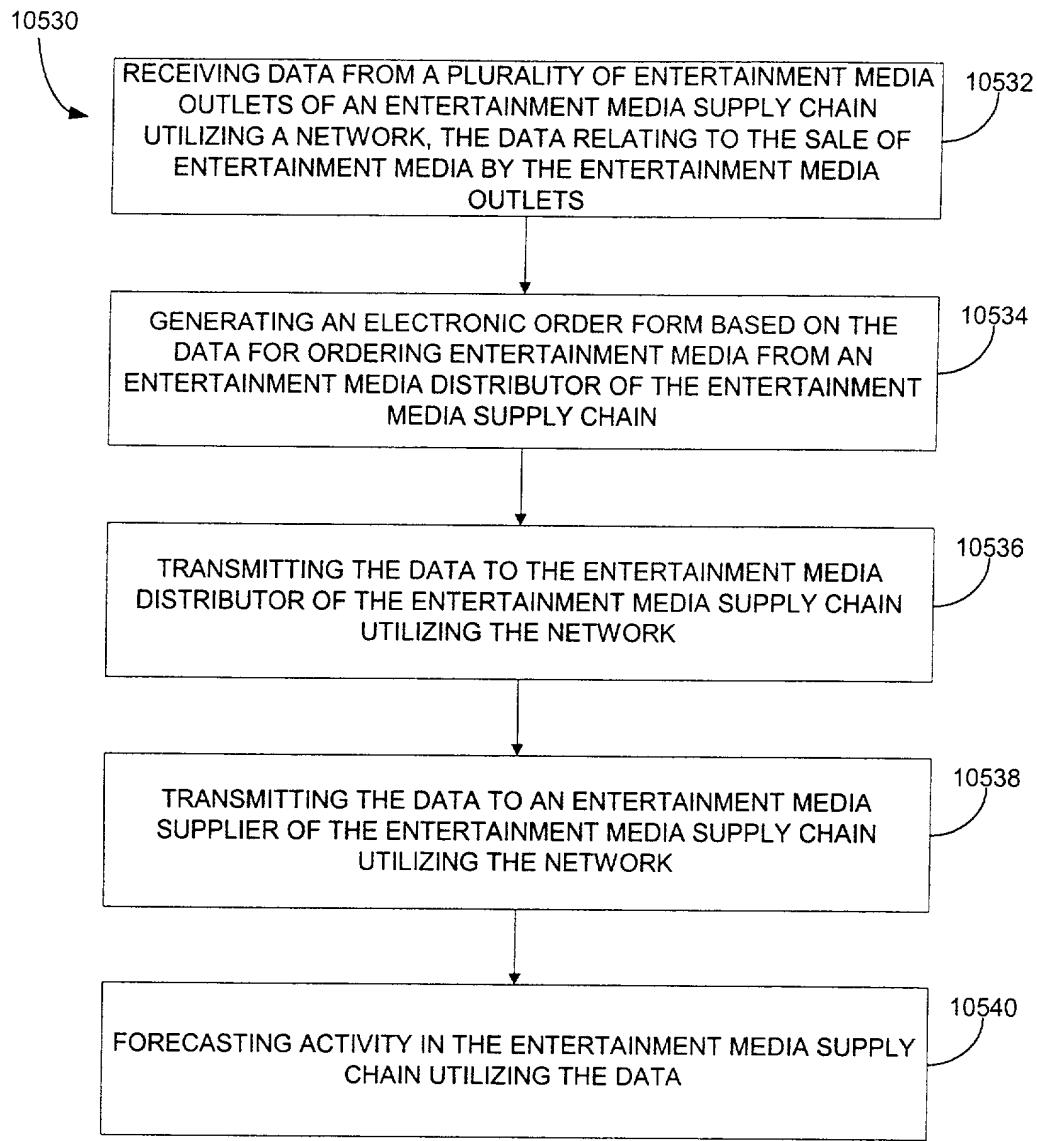


FIG. 105

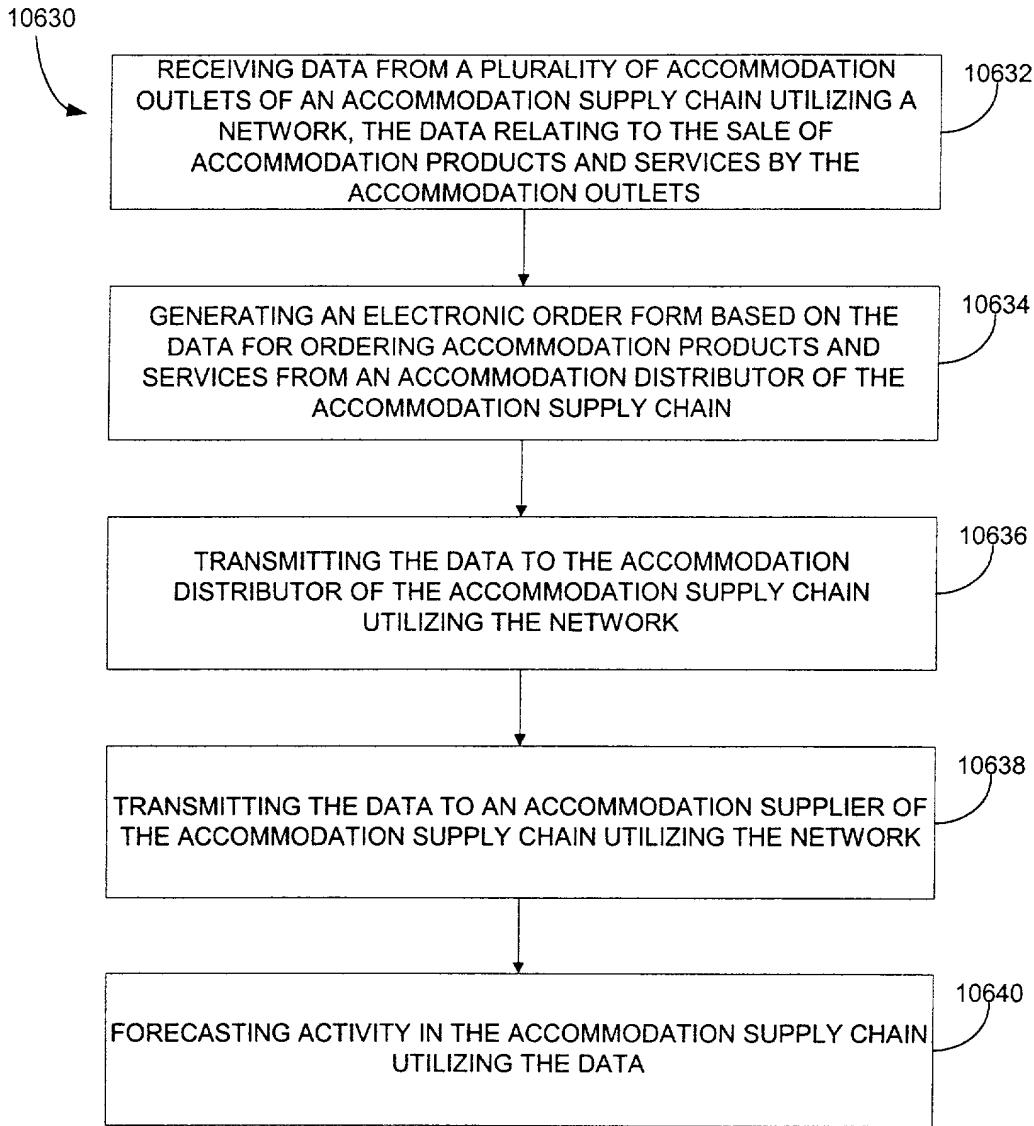


FIG. 106

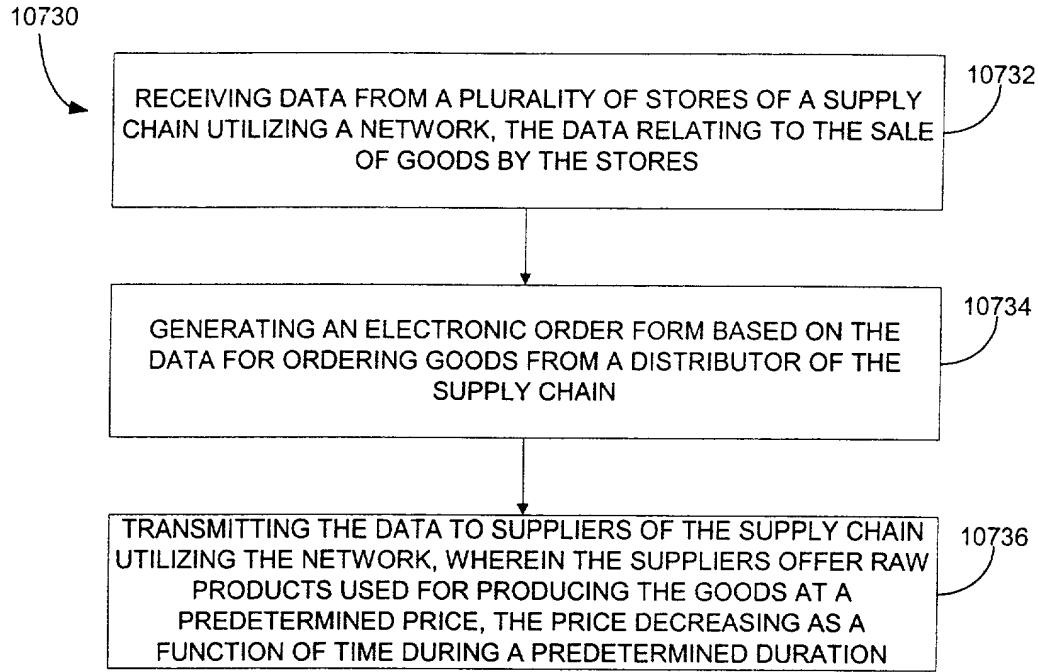


FIG. 107

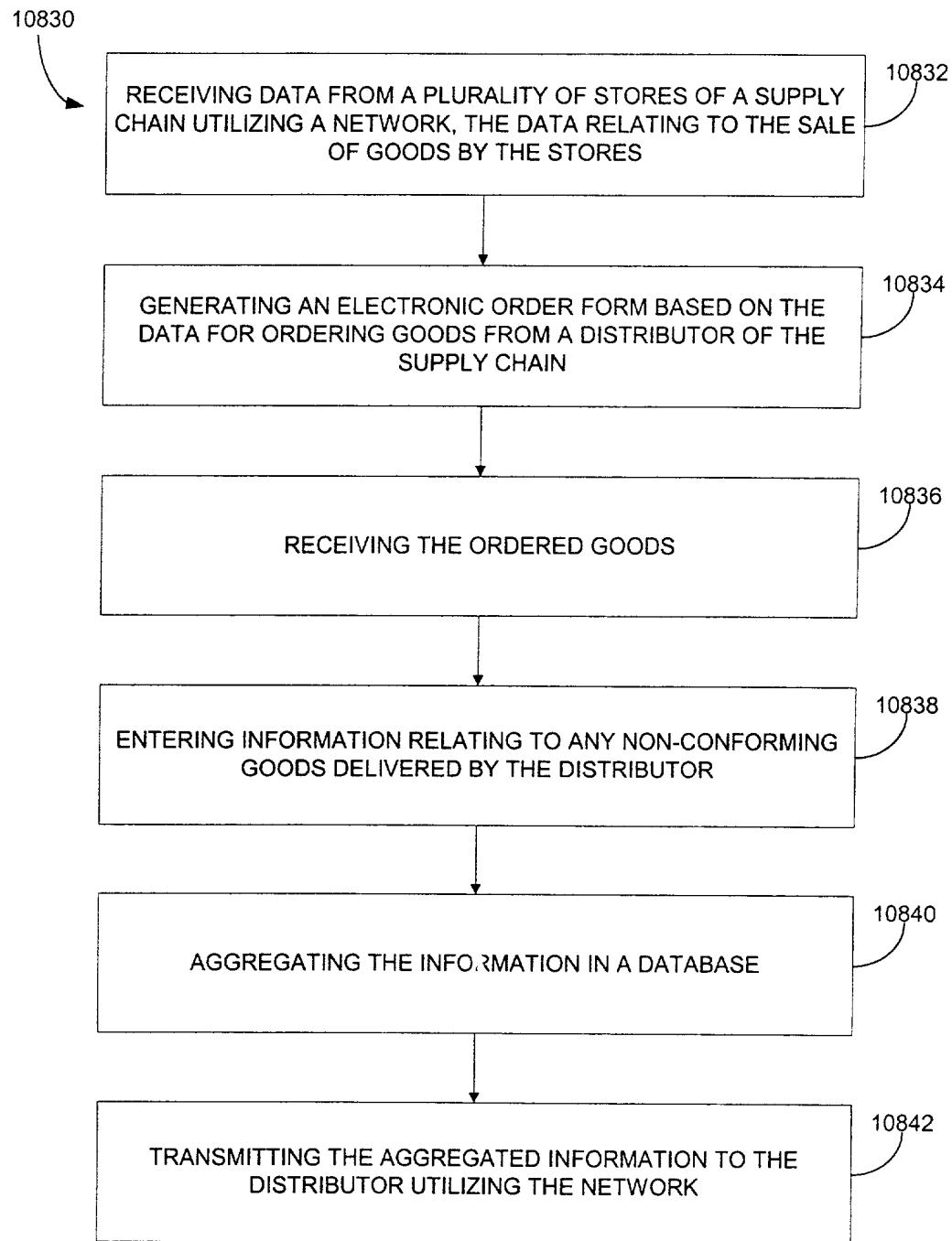


FIG. 108

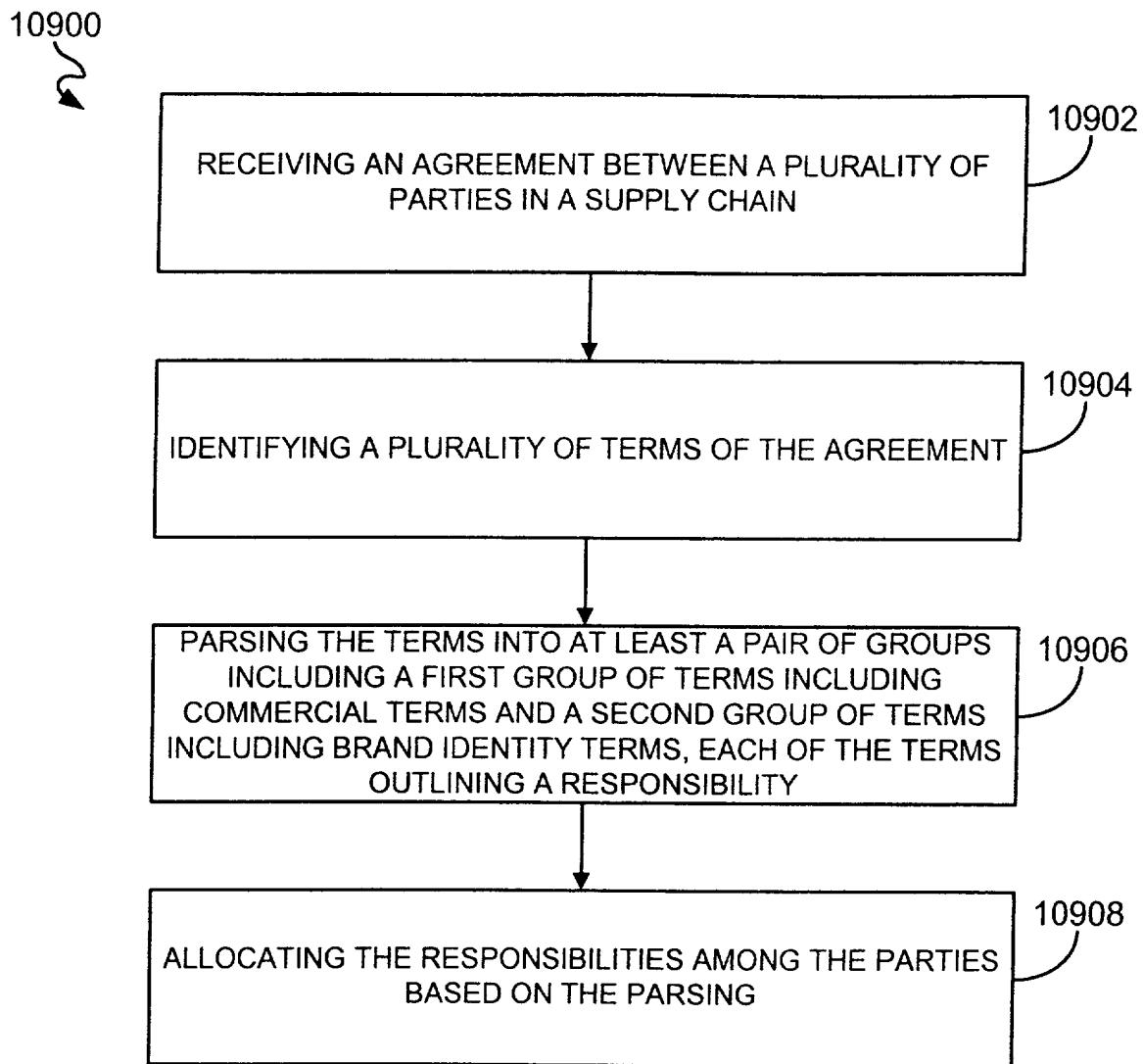


FIG. 109

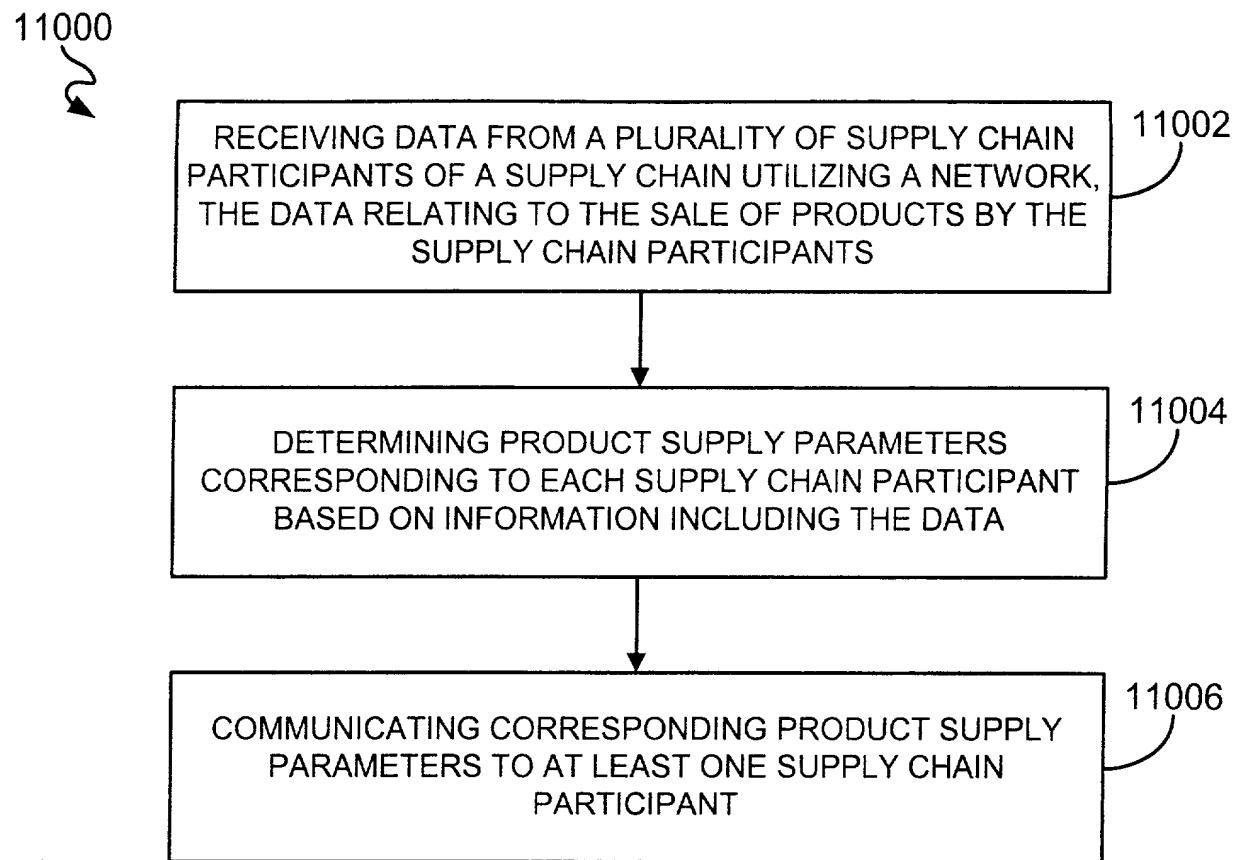


FIG. 110

11100

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11102

DETERMINING RULES TO ENSURE THE INCURRENCE OF MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

11104

APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE TO ANY GOODS

11106

FIG. 111

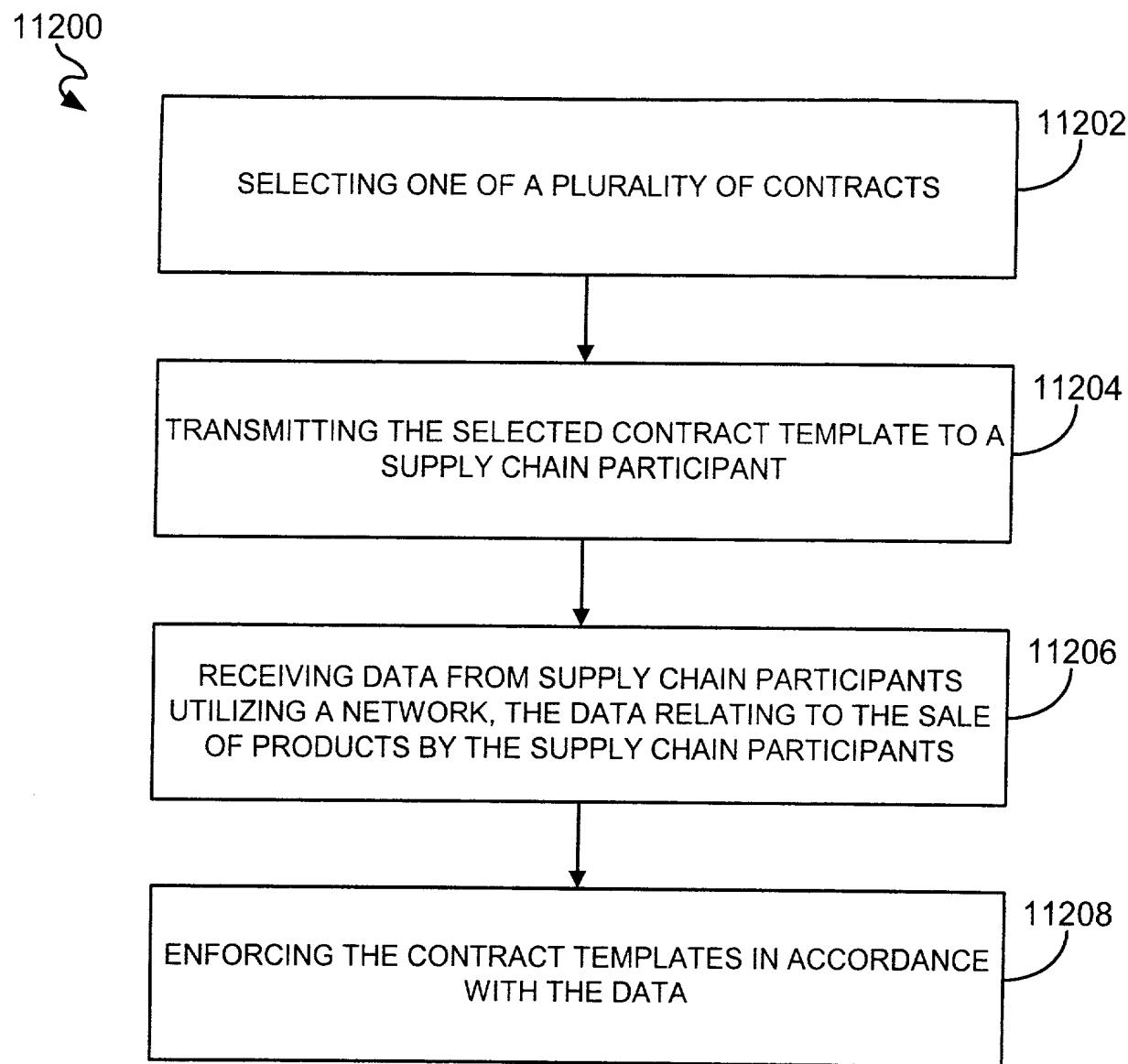


FIG. 112

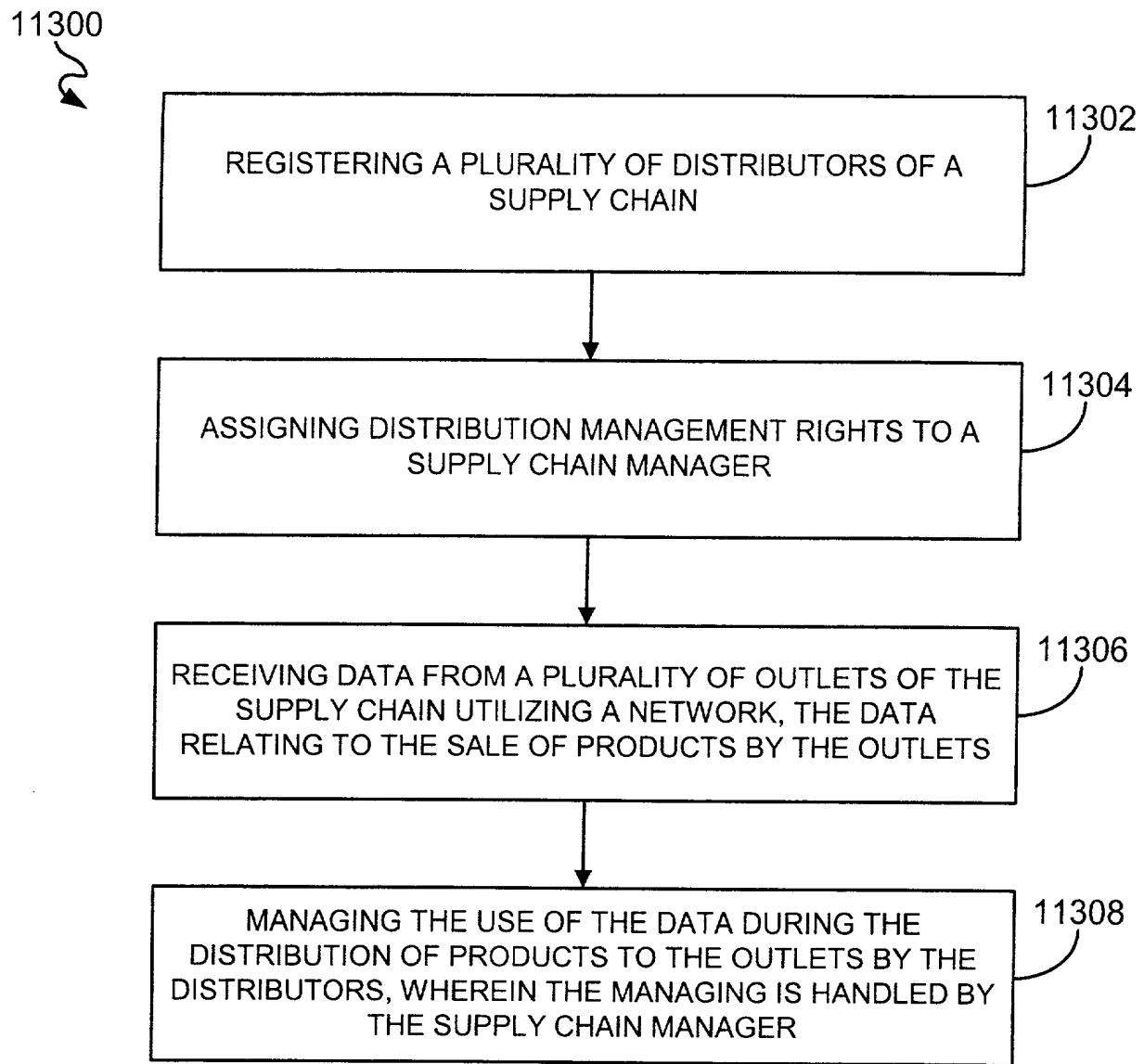


FIG. 113

11400

REGISTERING A PLURALITY OF DISTRIBUTORS OF A SUPPLY CHAIN

ORGANIZING AND ASSIGNING, THROUGH A SUPPLY CHAIN MANAGER, A LOCAL DISTRIBUTION COMMITTEE FOR EACH DISTRIBUTOR

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF THE SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

TRANSMITTING THE DATA TO EACH OF THE DISTRIBUTORS VIA THE CORRESPONDING LOCAL DISTRIBUTION COMMITTEE UTILIZING THE NETWORK

11402

11404

11406

11408

FIG. 114

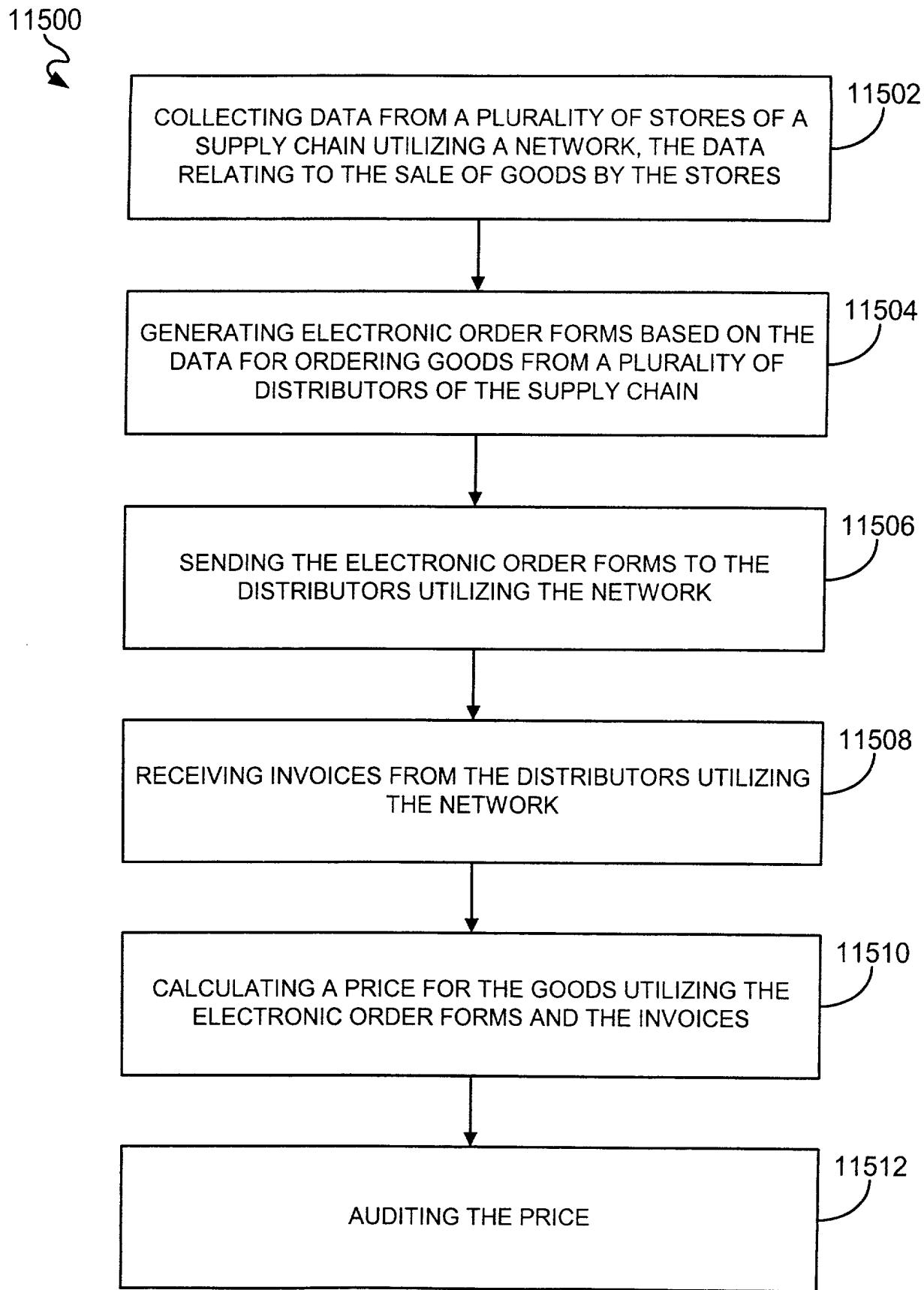


FIG. 115

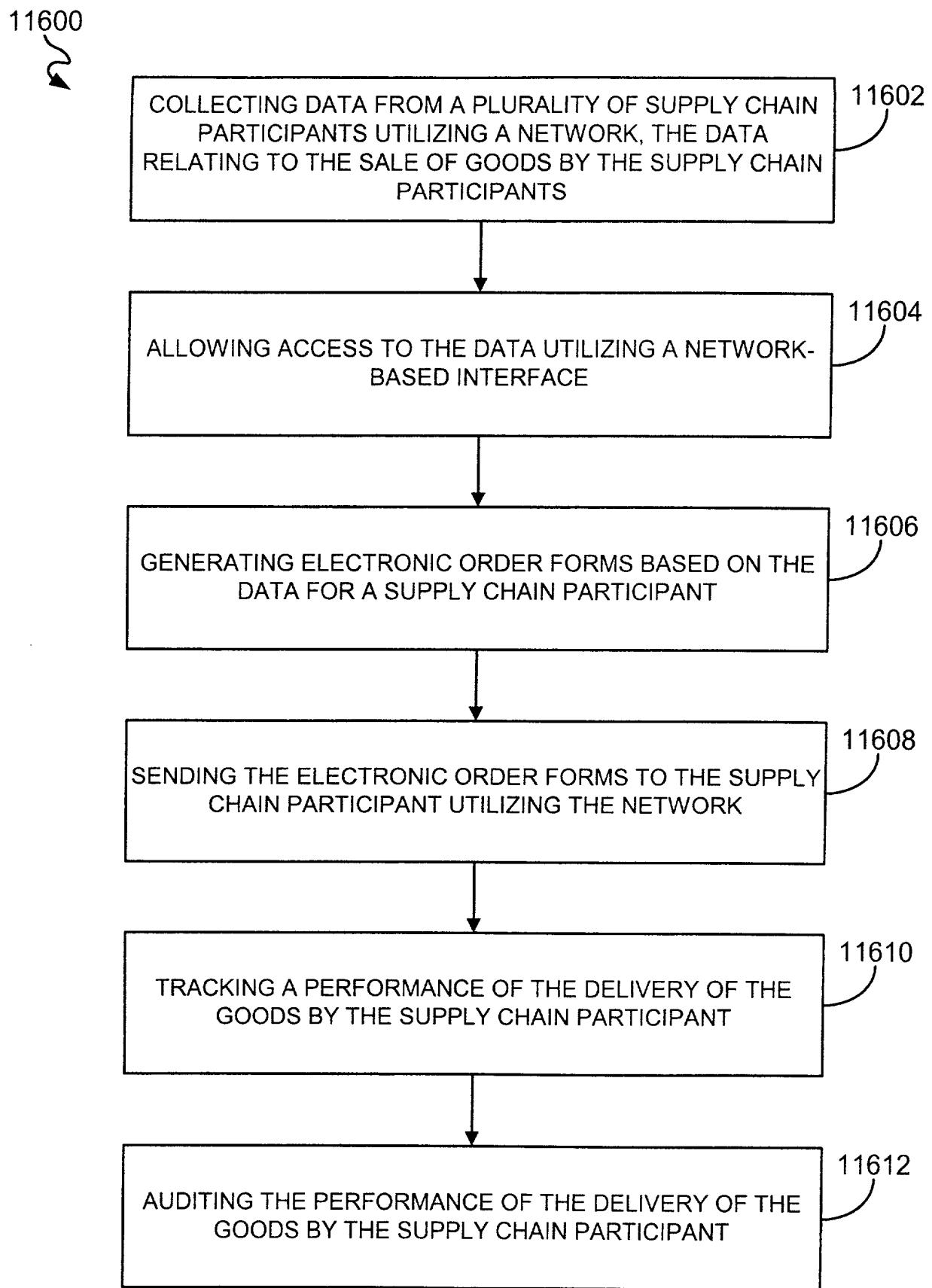


FIG. 116

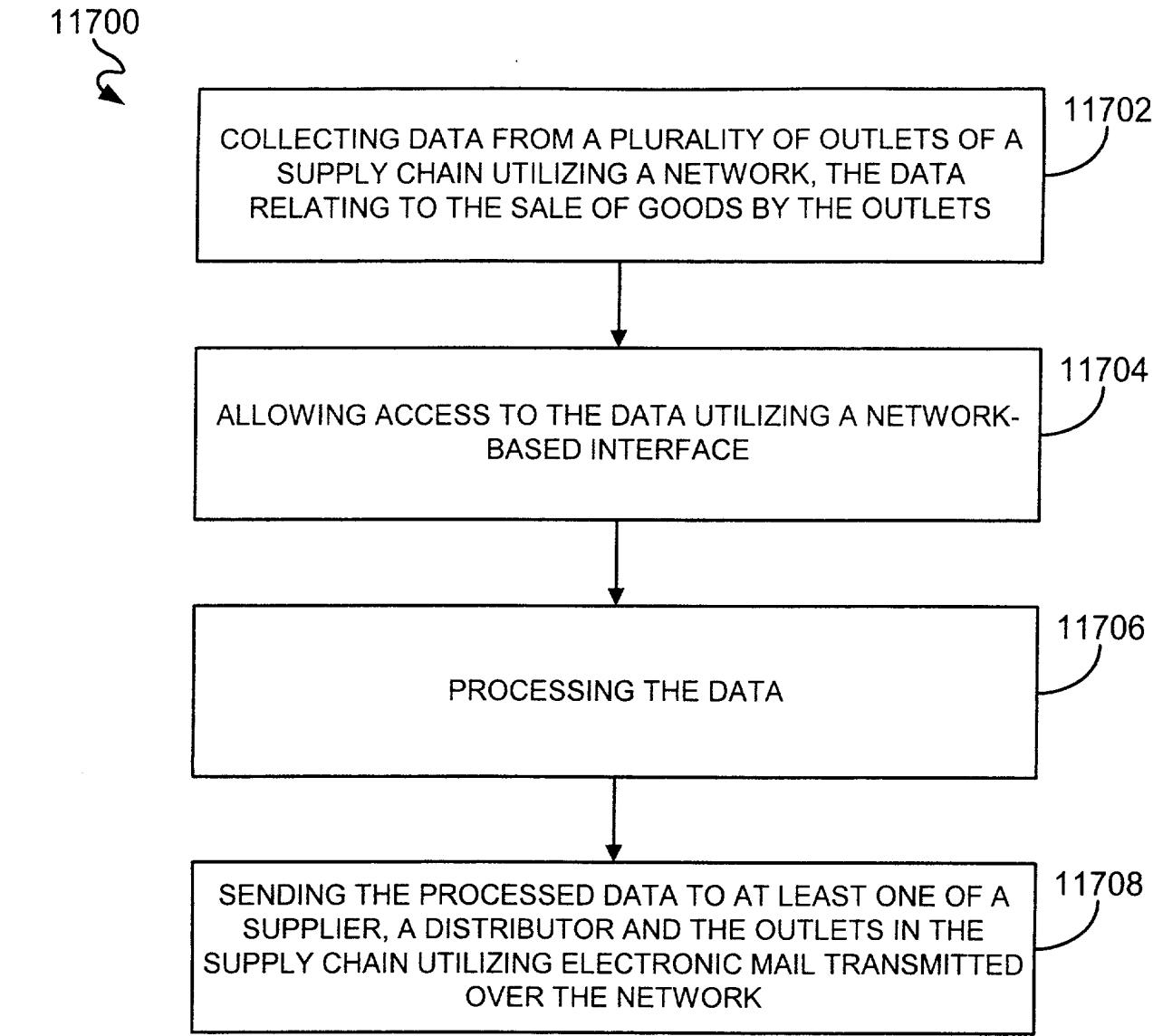


FIG. 117

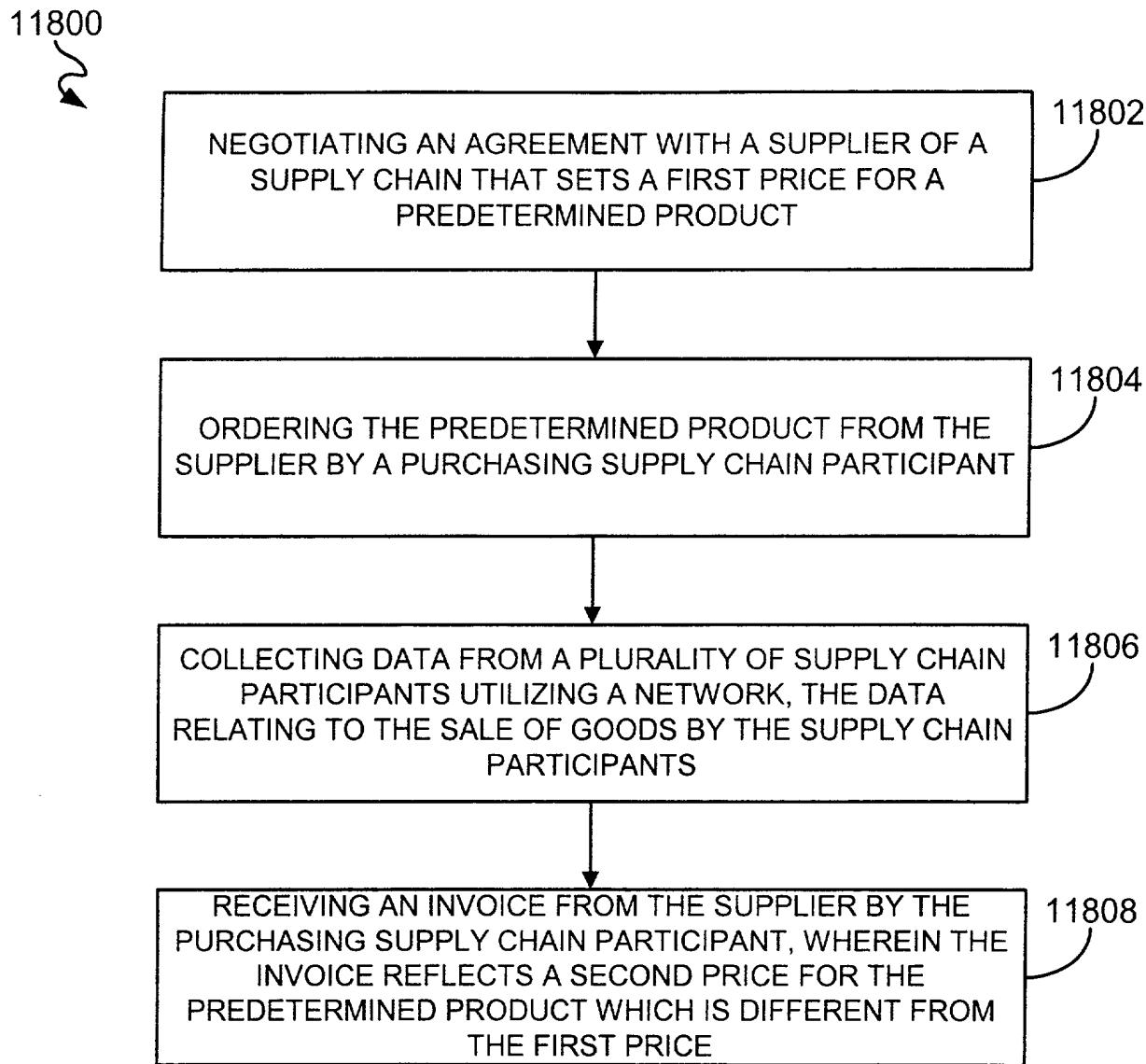


FIG. 118

11900

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

11902

DETERMINING A MAXIMUM ACCEPTABLE AMOUNT OF LOSS

11904

TRANSLATING THE MAXIMUM ACCEPTABLE AMOUNT OF LOSS TO ACCEPTABLE ORDERING STANDARDS

11906

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA AND THE ACCEPTABLE ORDERING STANDARDS FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

11908

FIG. 119

12000

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12002

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN, WHEREIN THE ELECTRONIC ORDER FORMS INDICATE AN AMOUNT OF THE PRODUCTS ORDERED BY EACH OUTLET

12004

TRACKING AN AMOUNT AND A LOCATION OF THE PRODUCTS UTILIZING THE DATA AND THE FORMS

12006

FIG. 120

12100

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12102

MAKING THE DATA ACCESSIBLE TO THE OUTLETS, DISTRIBUTORS, AND SUPPLIERS UTILIZING A NETWORK BASED INTERFACE

12104

AUCTIONING SURPLUS PRODUCTS FROM AT LEAST ONE OF THE OUTLETS UTILIZING THE NETWORK-BASED INTERFACE

12106

FIG. 121

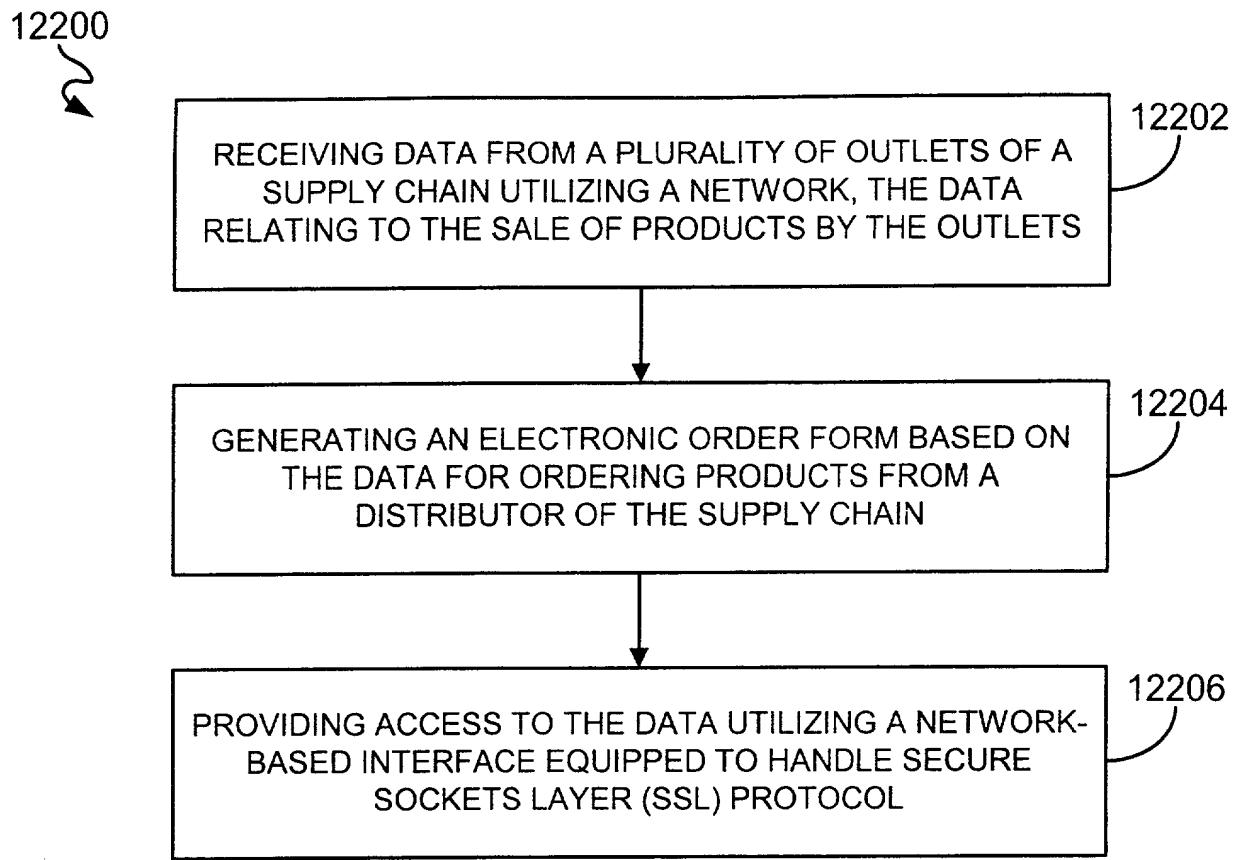


FIG. 122

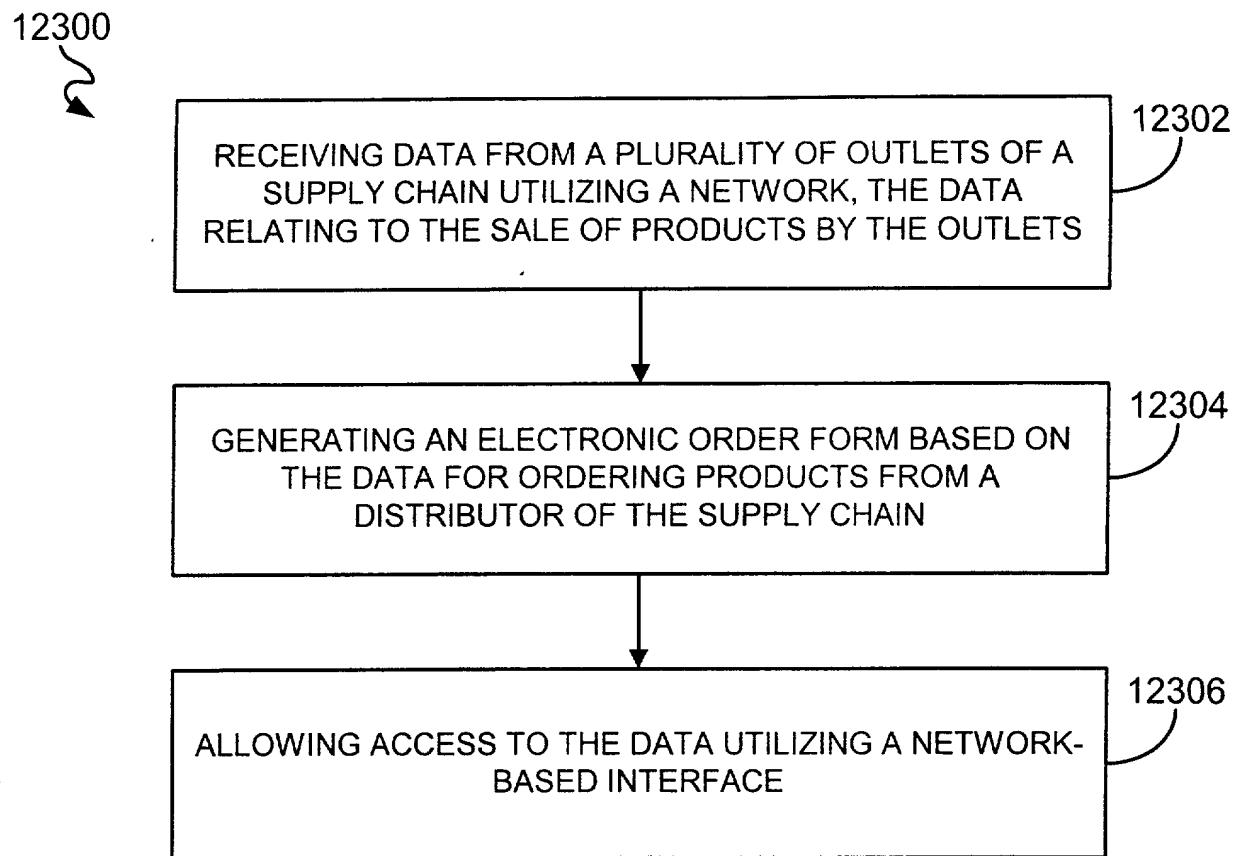


FIG. 123

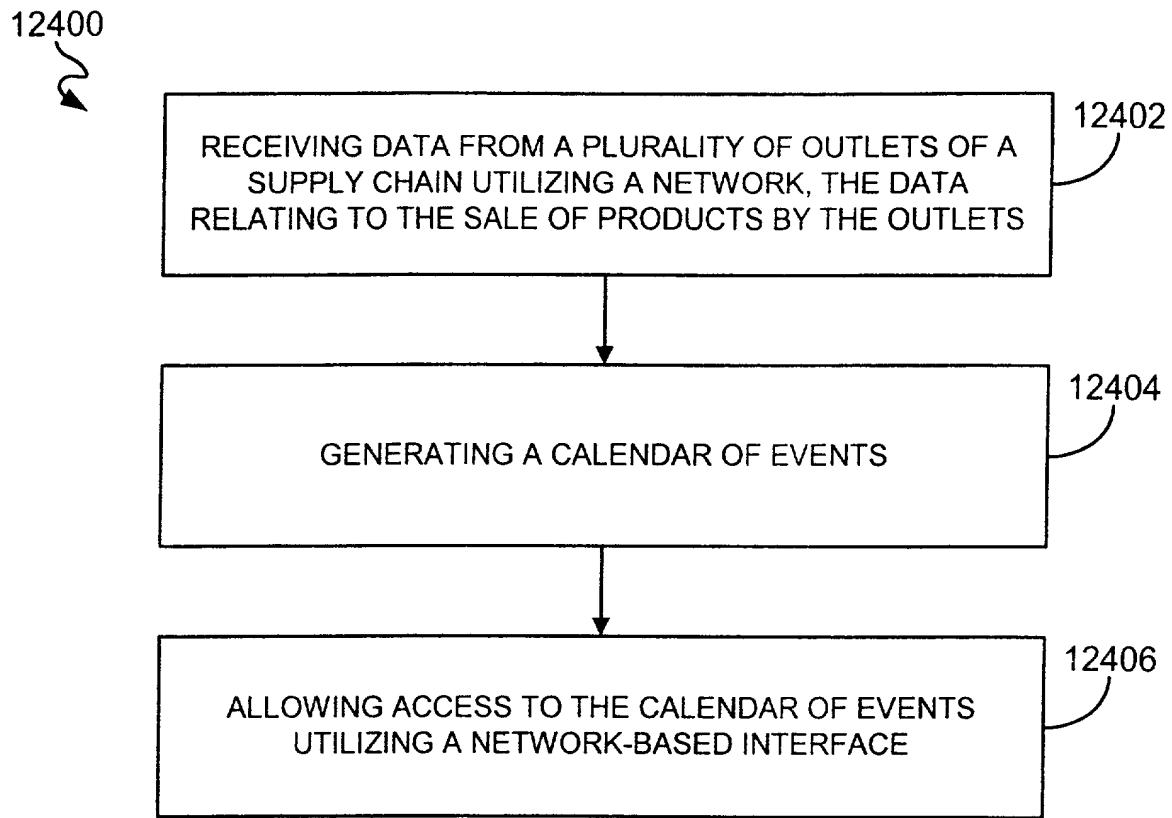


FIG. 124

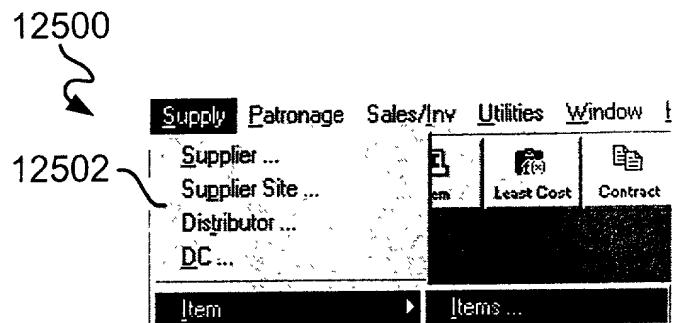


FIG. 125

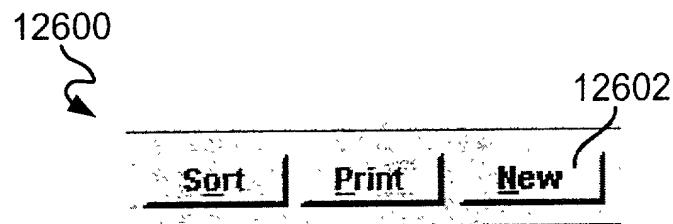


FIG. 126

12700

12702

Item Desc:

Item Number:

Product Cat Code:

Status Code: Active

Item Rank:

FIG. 127

FIG. 128

12800
↗

Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

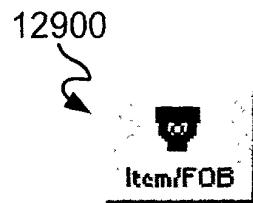


FIG. 129

13000

Supplier Item Desc:

Current: Yes No

Items per Case:

Innerpack Contents:

Item Size:

Case Length:

Case Width:

Case Depth:

Case Dimension U/M: INCHES

Item Cube: CUBIC FEET

Item Shelf Life:

Item No:

Tie Qty:

High Qty:

Cases Per Pallet:

Stacking Allowed:

Universal Product Code:

Cases Per Truckload:

Net Weight:

Gross Weight:

Weight U/M:

BarCode:

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

Site Information Site Id: 17355 Site Role: FOB Shipping Point

Site Name: TYSON FOODS - NEW HOLLAND, PA

13102

FIG. 131

13200

Site Information Site Id: 16 FOB Shipping Point

Name: AMERISERVE-FARMINGDALE, NY

Status: Active

Railroad Name:
Rail Sidings:

FIG. 132

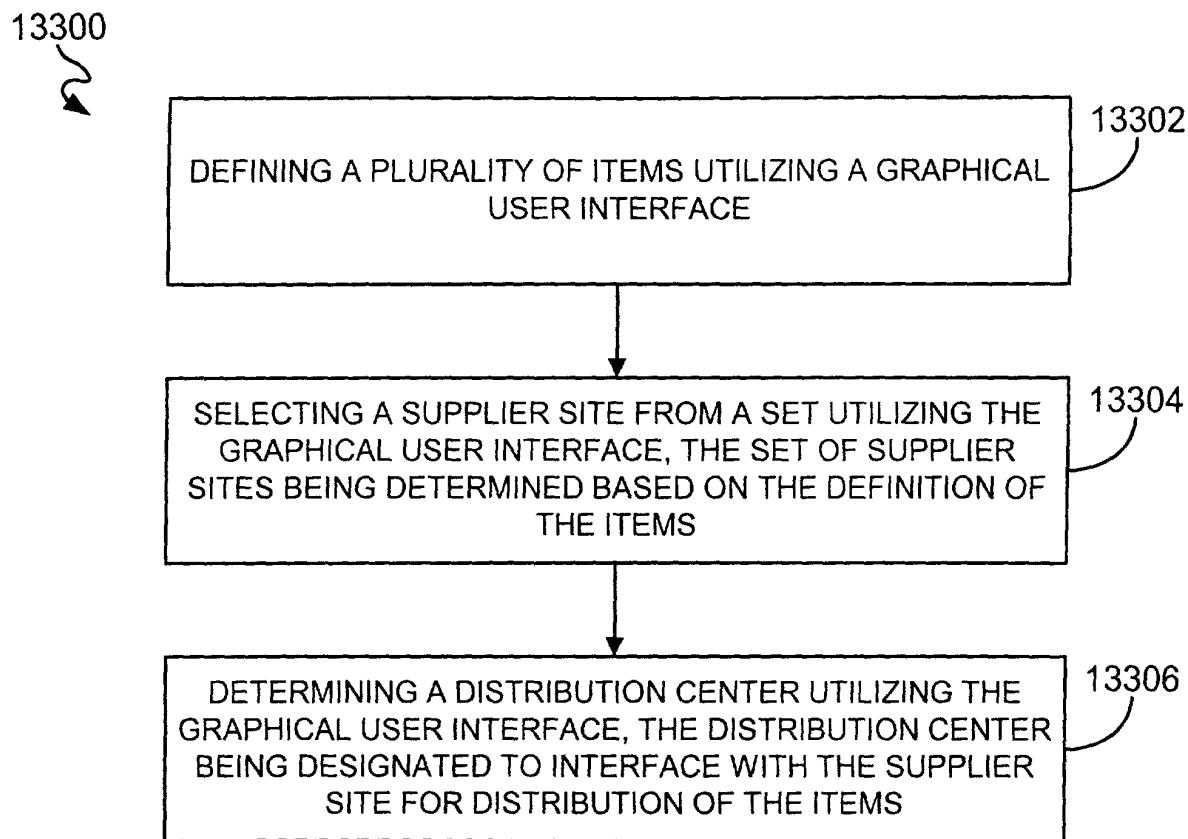


FIG. 133

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE **Begin:** 7/1/96 **End:** 9/1/96 **Final:**

Override Rules: Yes No **Apply By:** Cell

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE,	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

13700

Con FOB	Inv FOB	Freight	Landed	Contr	LB	Trk	Routing
34 3200	34.3900	0.8400	35.2300	96	83,600	20 TL	
34 3200	34.3900	0.2900	34.6800	96	215,040	51 TL	

FIG. 136

FIG. 137

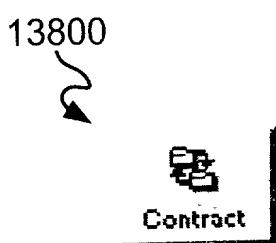


FIG. 138

Min Ordr	UM	Ship	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

FIG. 139

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

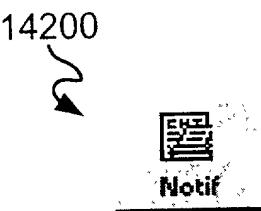


FIG. 142

Options Window Help
 Verify
Contract Link
Matrix Status
 Price Notification - Standard
 Price Notification - DC's
Supplier Confirmation...

FIG. 141

<u>Cost</u>	►	Edit / View ...	F3
Commodities	►	New (using previous matrix) ...	F4
Vendor Rating	►	New (build matrix) ...	F5
Contact Management	►	Multi Item Price Notification ...	

FIG. 143

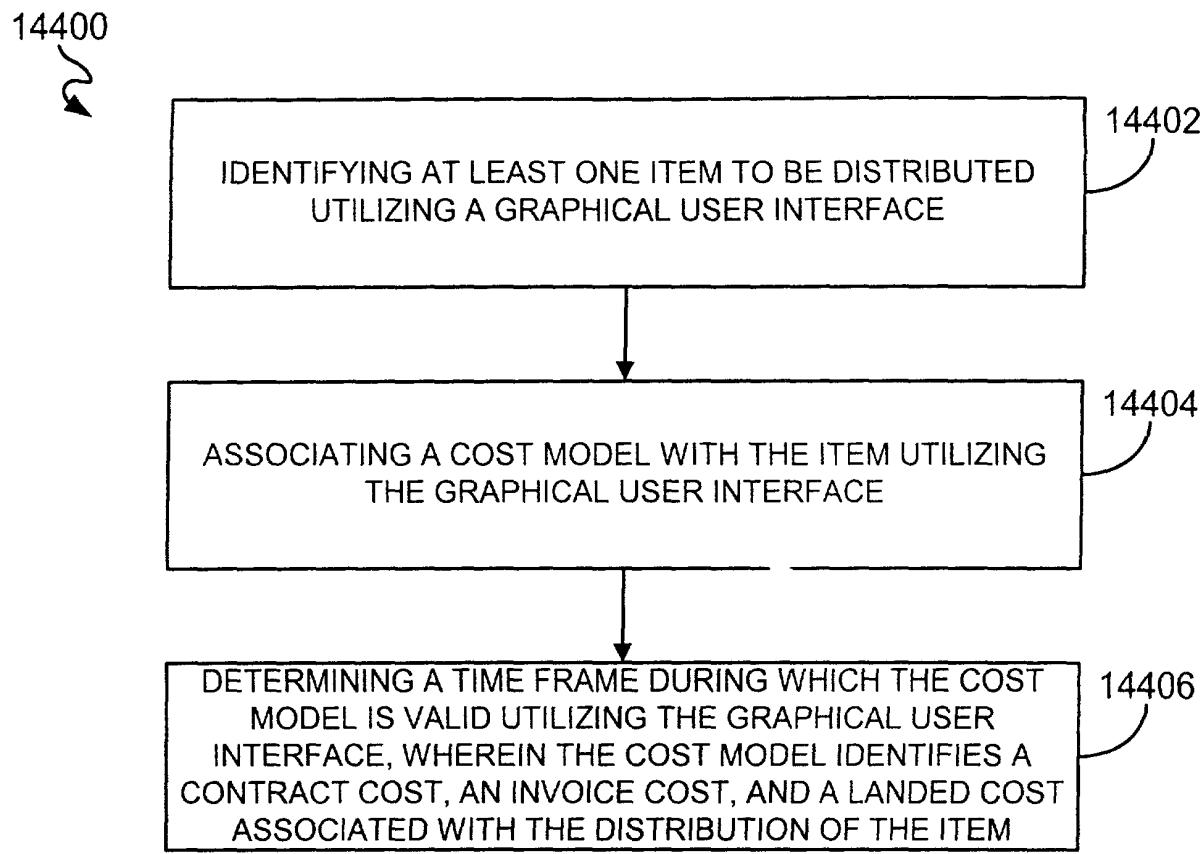


FIG. 144

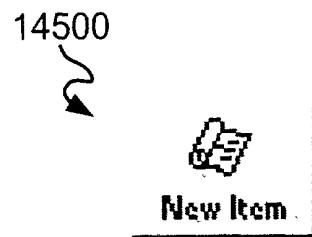


FIG. 145

Contract ID: 673 - TYSON FOODS

Initial Buyer Name: Jamie Hersh

Current Buyer Name: Chris Stanton

FIG. 146

Contract Start Date: 05/15/98

Contract End Date: 12/31/02

Execution Date: 5/15/98

Effective: Shipment Date

Payment Terms: Net 10

FIG. 147



FIG. 148

FIG. 149

FIG. 150

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ.	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input type="radio"/> No Date

FIG. 151

15200



15300



FIG. 153

FIG. 152

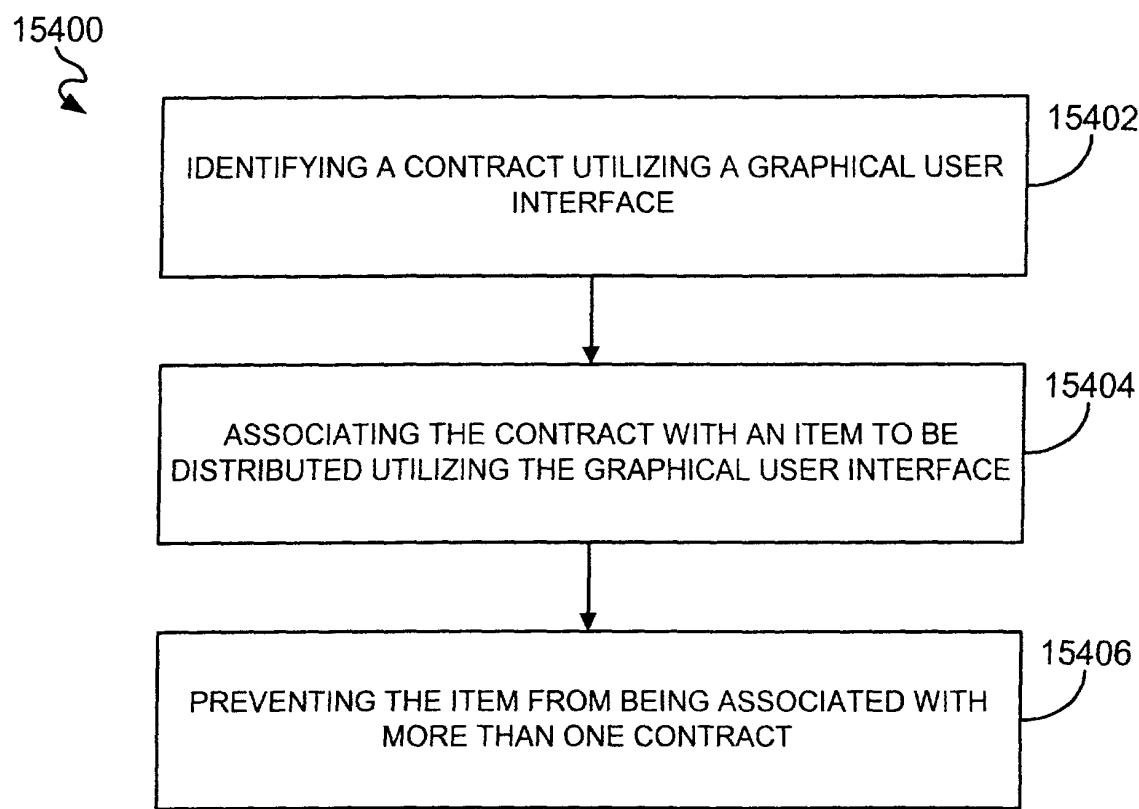


FIG. 154

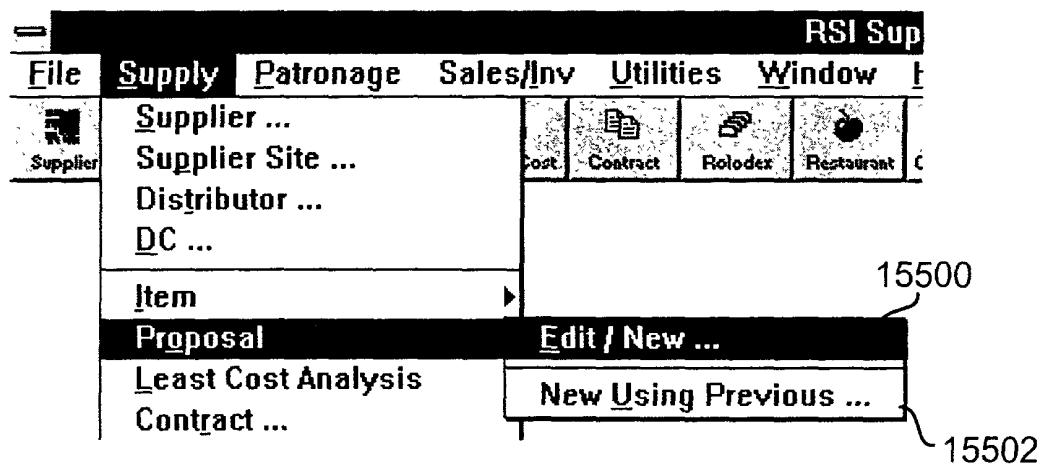


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | View Bid

Proposal Information

Proposal ID: 1021

Proposal Name: Foam Hot Cups & Polystyrene Lids

Buyer Name: Dennis Clabby

Proposal Due Date: 06/12/97

Contract Begin Date: 07/01/97

Contract End Date: 06/30/98

Actions

#	Date	Action Description
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup

FIG. 156

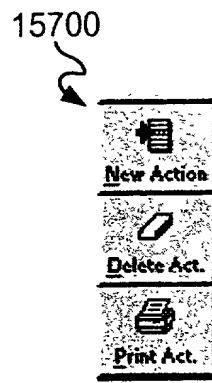


FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates View Bid

Search Query Reset

Query Values

Item Description

CUP-HOT

< > => <=<

Item Description

LID-HOT 12/16 OZ (DRY)

LID-HOT 8 OZ (DRY)

2 Rows Selected

FIG. 158

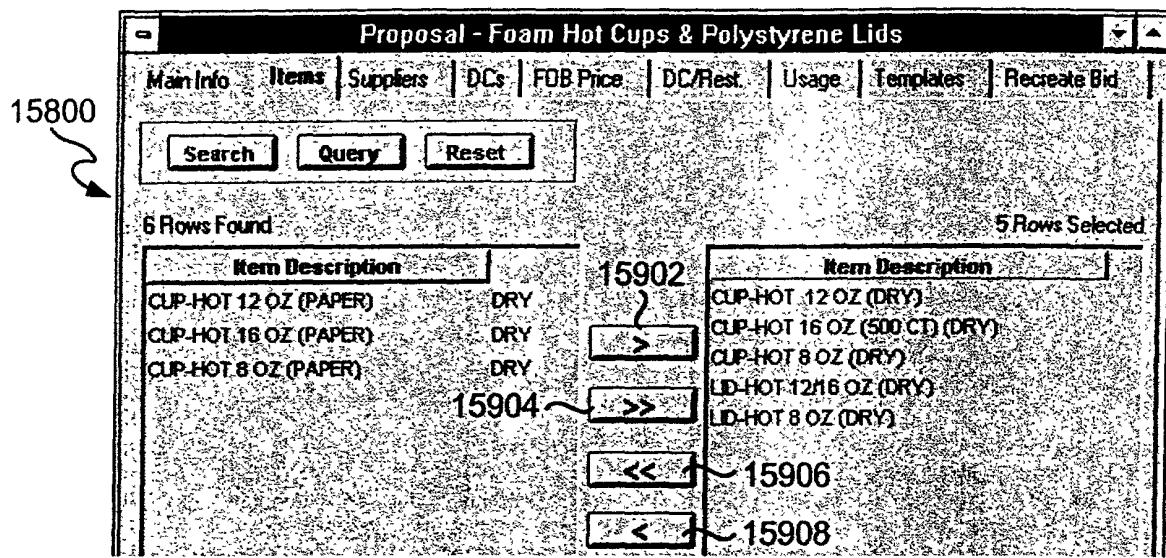


FIG. 159

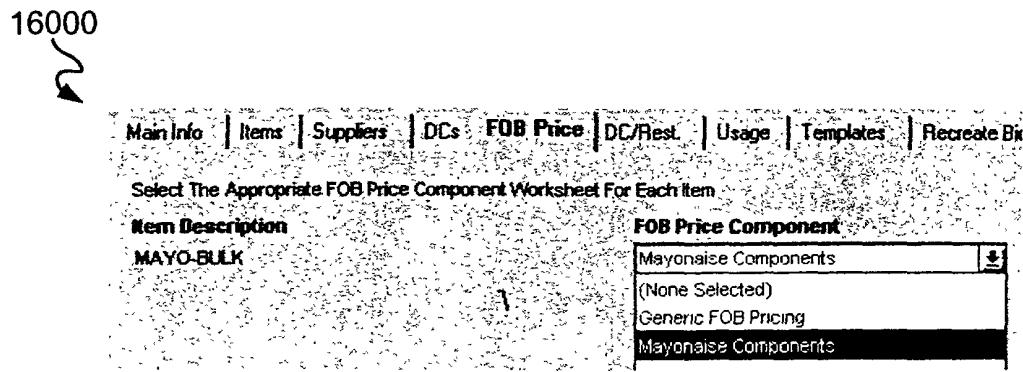


FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC Item Growth	Projected Unit Usage	
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

FIG. 161

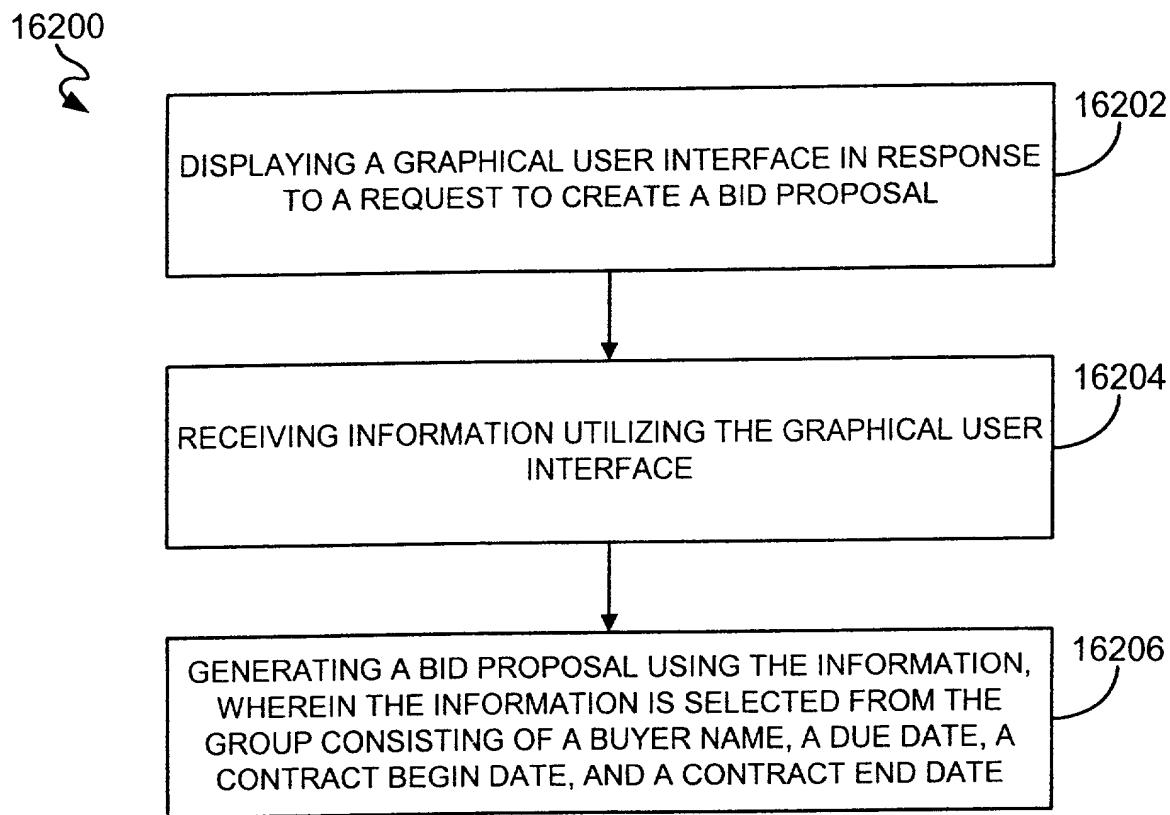


FIG. 162



FIG. 163

A screenshot of a software interface showing a list of templates. The list is presented in a table format with three columns: "Supply", "MS Word", and "Editable Y/N". The "Supply" column contains the names of the templates, and the "MS Word" and "Editable Y/N" columns contain status indicators (Y or N). Two arrows point from the numbers 16300 and 16400 to the first two rows of the table.

Supply	MS Word	Editable Y/N
Bid Proposal Cover Letter	?	Y
General Terms and Conditions	?	N
Usage Estimates	?	N
Supplier Facility Worksheets	?	N
Item Information Worksheets	?	N
Sample Supply Agreement	?	N
BK Specification Request	?	N
FOB Price Component	?	Y
Truckload Freight Worksheet	?	N
TL Freight Worksheet	?	N

FIG. 164

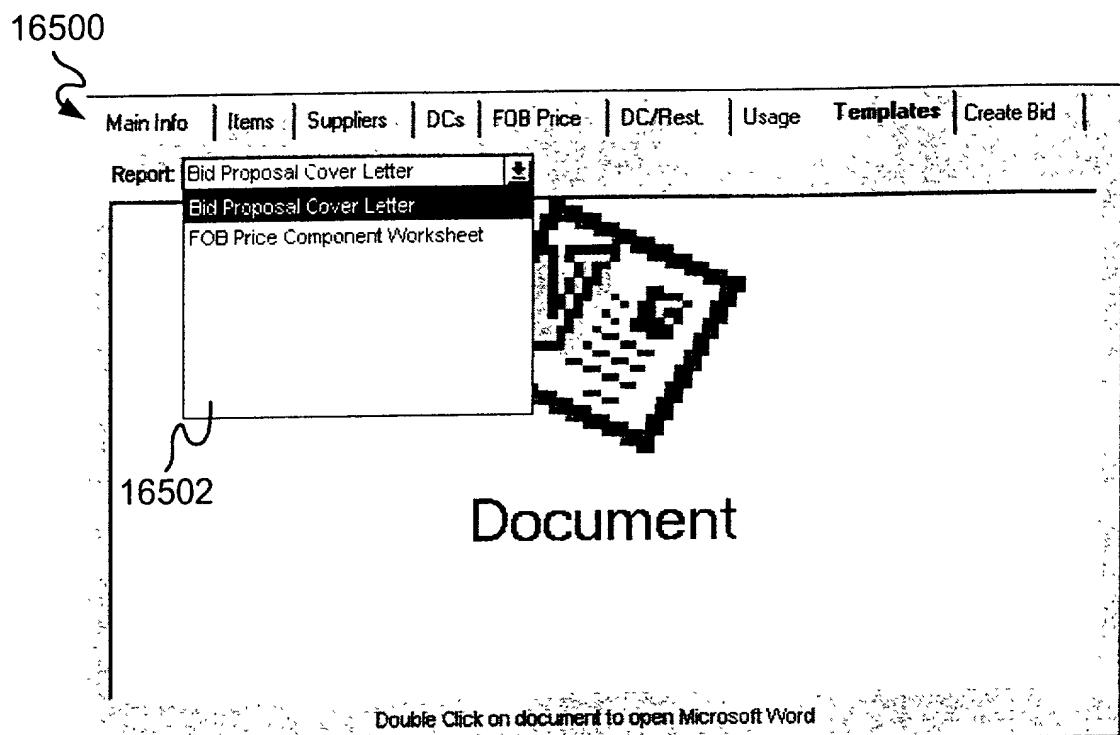


FIG. 165

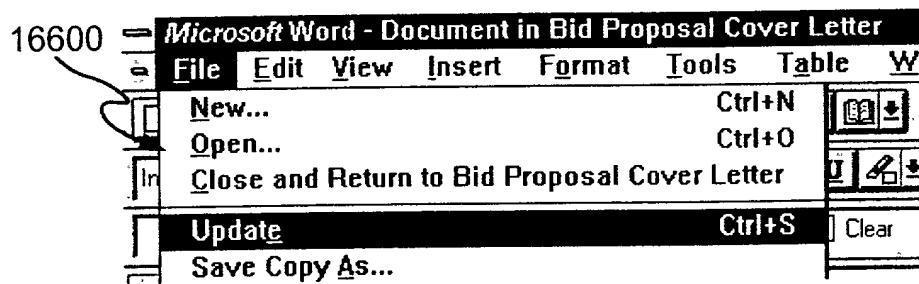


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | **Create Bid**

Bid Proposal Sent

Bid Proposal Will Include Checked Documents

General		Cost	
<input checked="" type="checkbox"/> Bid Proposal Cover Letter	<input checked="" type="checkbox"/> FOB Price Component Worksheet		
<input checked="" type="checkbox"/> General Terms & Conditions	<input checked="" type="checkbox"/> Truckload Freight Worksheet		
<input checked="" type="checkbox"/> Usage Estimates	<input checked="" type="checkbox"/> LTL Freight Worksheet		
<input checked="" type="checkbox"/> Supplier Facility Worksheet	Blank Sheets		
<input checked="" type="checkbox"/> Item Information Worksheet	<input checked="" type="checkbox"/> Supplier Facility Worksheet		
<input checked="" type="checkbox"/> Sample Supply Agreement	<input checked="" type="checkbox"/> Item Information Worksheet		
<input checked="" type="checkbox"/> BK Specification Request	<input checked="" type="checkbox"/> FOB Price Component Worksheet		
* LTL Freight Worksheet will be printed by system if necessary			

FIG. 167

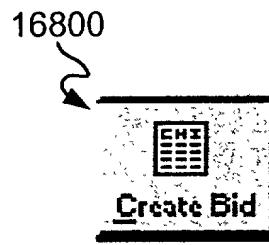


FIG. 168

16900

Report: Item Information Worksheet Supplier: (all)

7/2/97

Item Information Worksheet	<input checked="" type="checkbox"/>
Bid Proposal Cover Letter	<input type="checkbox"/>
FOB Price Component Worksheet	<input type="checkbox"/>
General Terms & Conditions	<input type="checkbox"/>
Item Information Worksheet	<input checked="" type="checkbox"/>
LTL Freight Worksheet	<input type="checkbox"/>
Sample Supply Agreement	<input type="checkbox"/>
Supplier Facility Worksheet	<input type="checkbox"/>

Restaurant Services, Inc.
Item Information Worksheet

ATTY

DS

FIG. 169

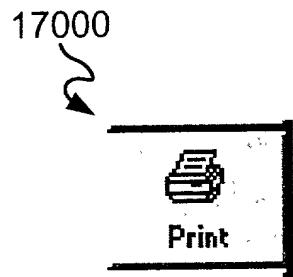


FIG. 170

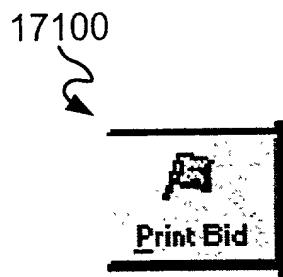


FIG. 171

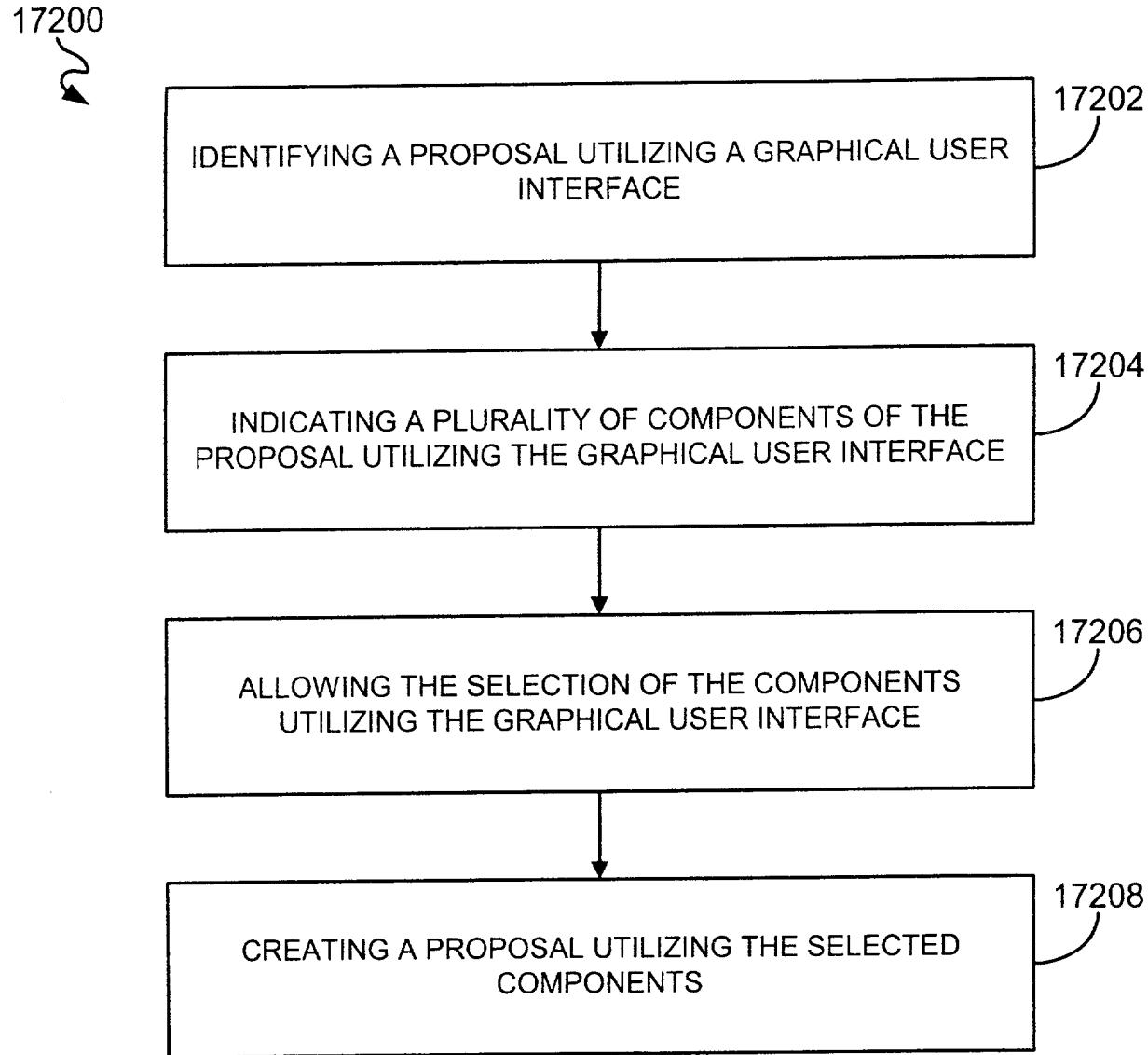


FIG. 172

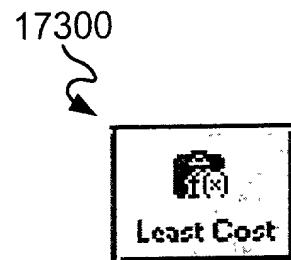


FIG. 173

17400

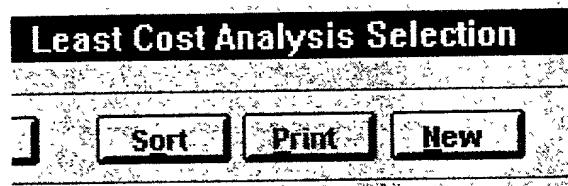


FIG. 174

17500

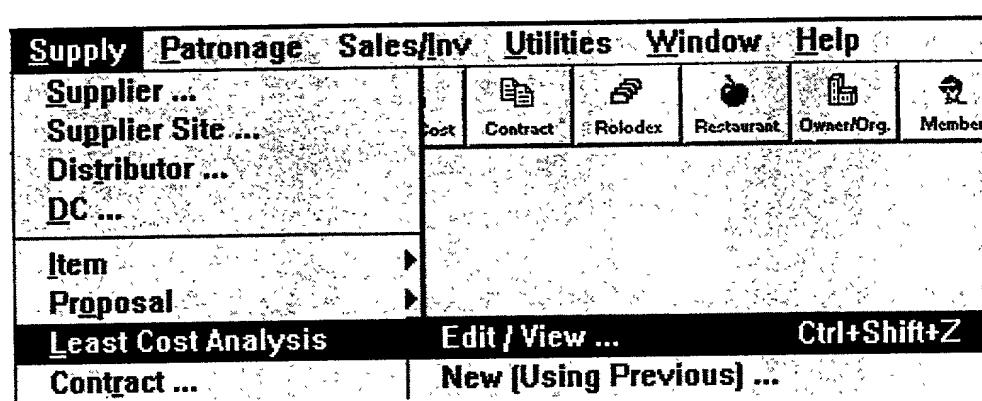


FIG. 175

Bid Proposal Name: (None)

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600

FIG. 176

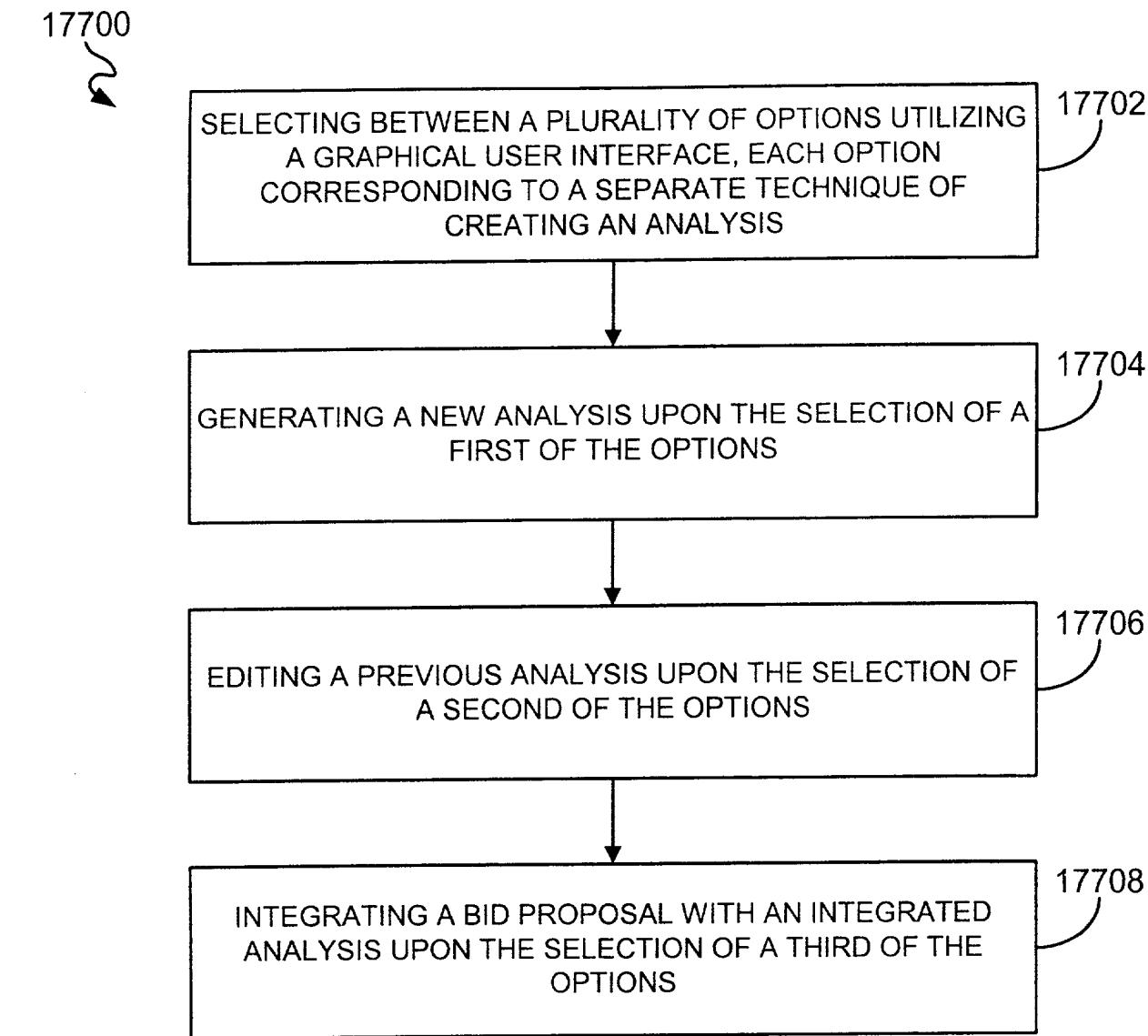


FIG. 177

17800

Analysis Name: Hash Brown Actual
 Analysis ID: 1036
 Buyer: Dennis Clabby
 Period of Agreement: 10/1/97 THRU 9/30/98
 Unit Of Measure: CASE(S)

FIG. 178

17900

Version (1) of (9) Base version
 What is the max # of FOB points to allocate to each DC ? One FOB
 What is pricing method for this version ? FOB + Freight
 What is the RSI Invoice FOB Upcharge (Downcharge) ? 0.0000
 Override RDC Truckload Validation? No
 Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179

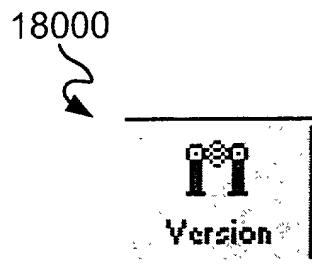


FIG. 180

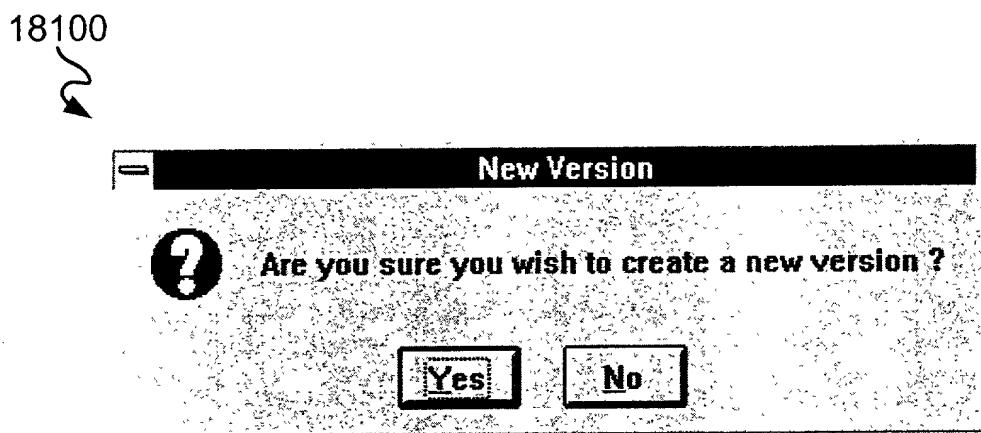


FIG. 181

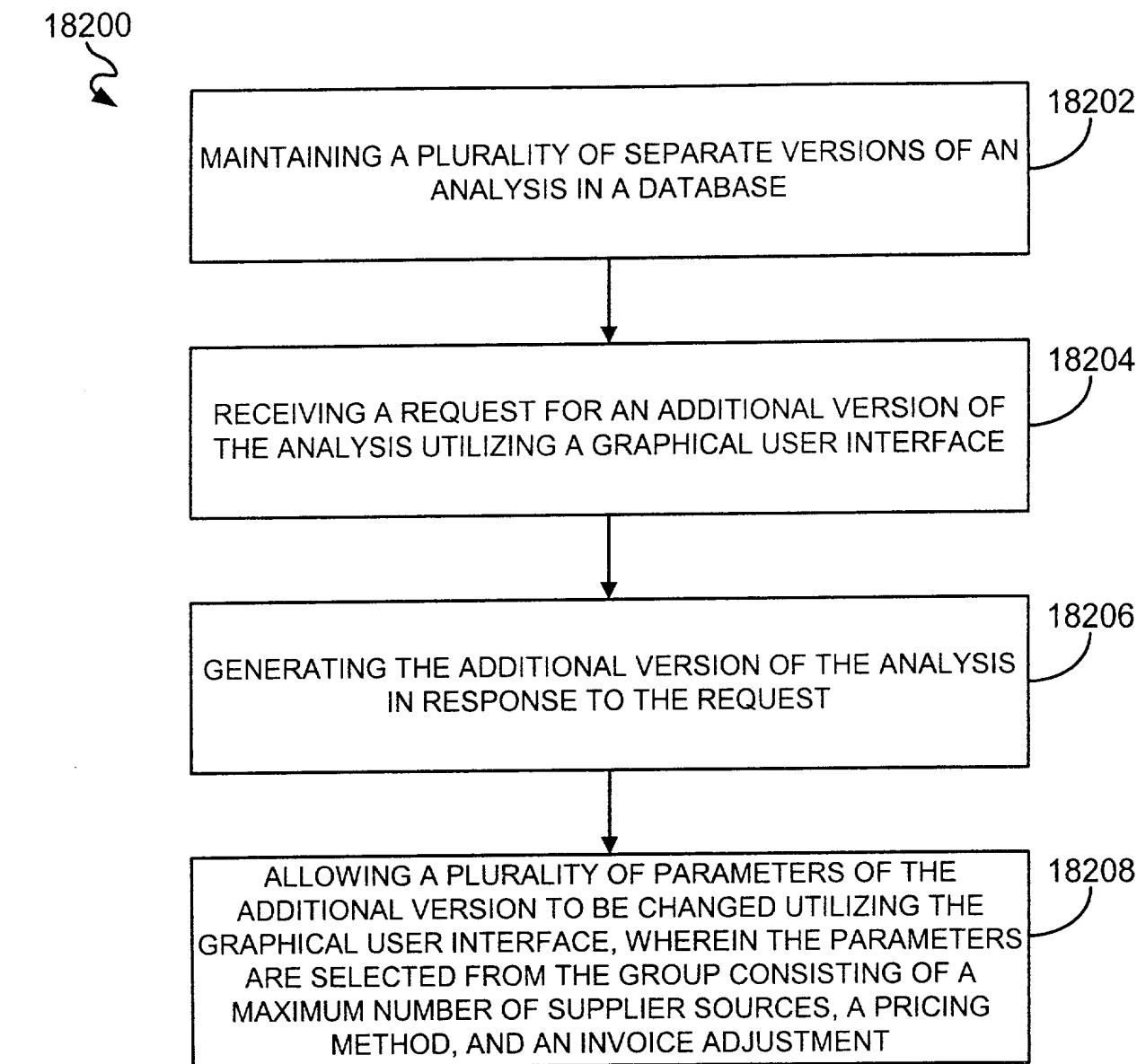


FIG. 182

18300

18302

Supplier FOB
DOP

Query Values

Search Query Reset

Supplier FOB

Supplier FOB
DOPACO-DOWNTOWN, PA.
DOPACO-KINSTON, NC.
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVIL IL

7 Rows Selected

>

>>

FIG. 183

18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

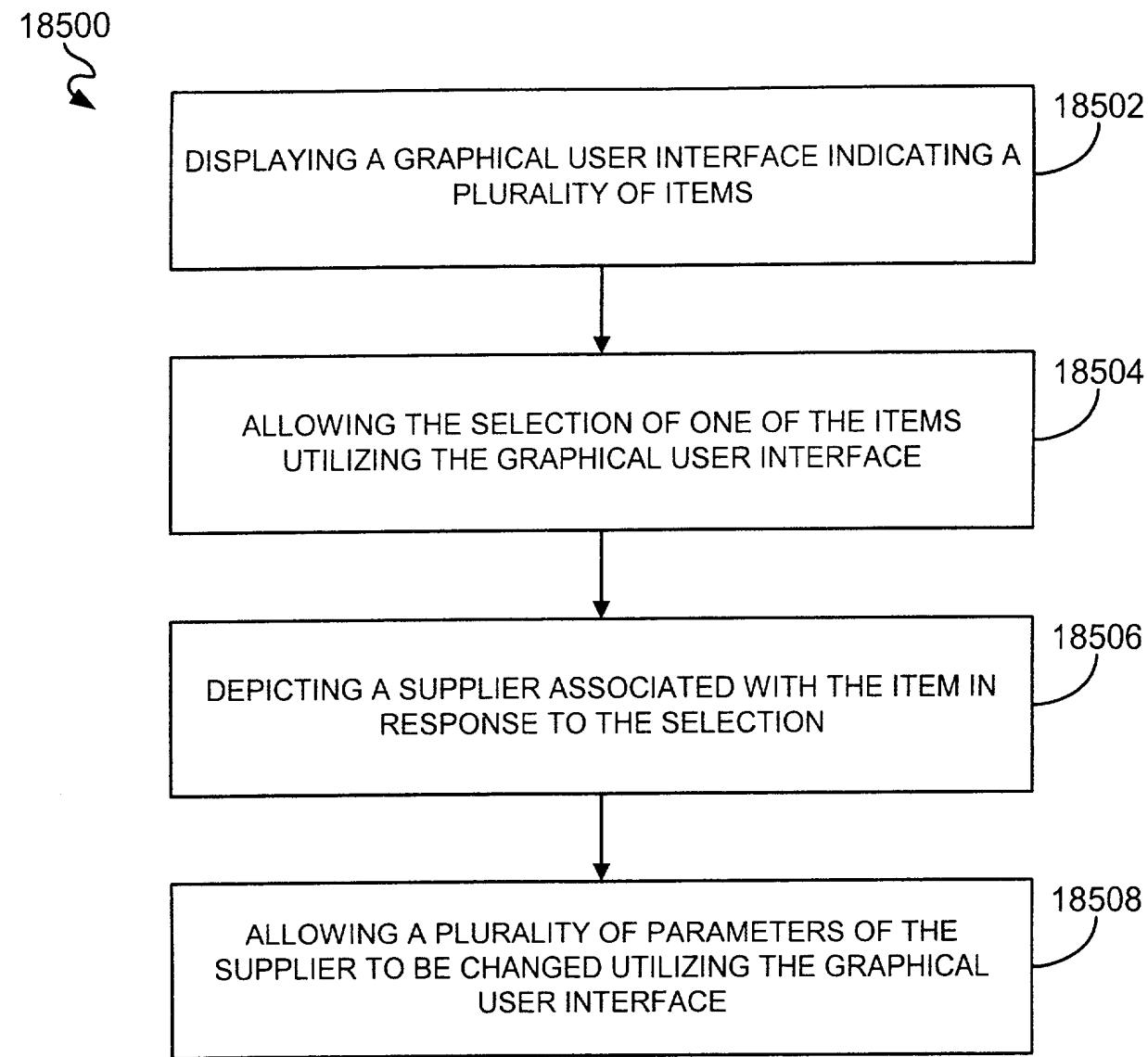


FIG. 185

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory	
Case Width:	15.125	Case Cube:	3.43 CUBIC FEET
Case Depth:	17.75	Cases Per Truckload:	769
Case U/M	INCHES	Gross Weight:	29.28 POUND(S)
		Net Weight:	27.28 POUND(S)

FIG. 186

18700



FIG. 187

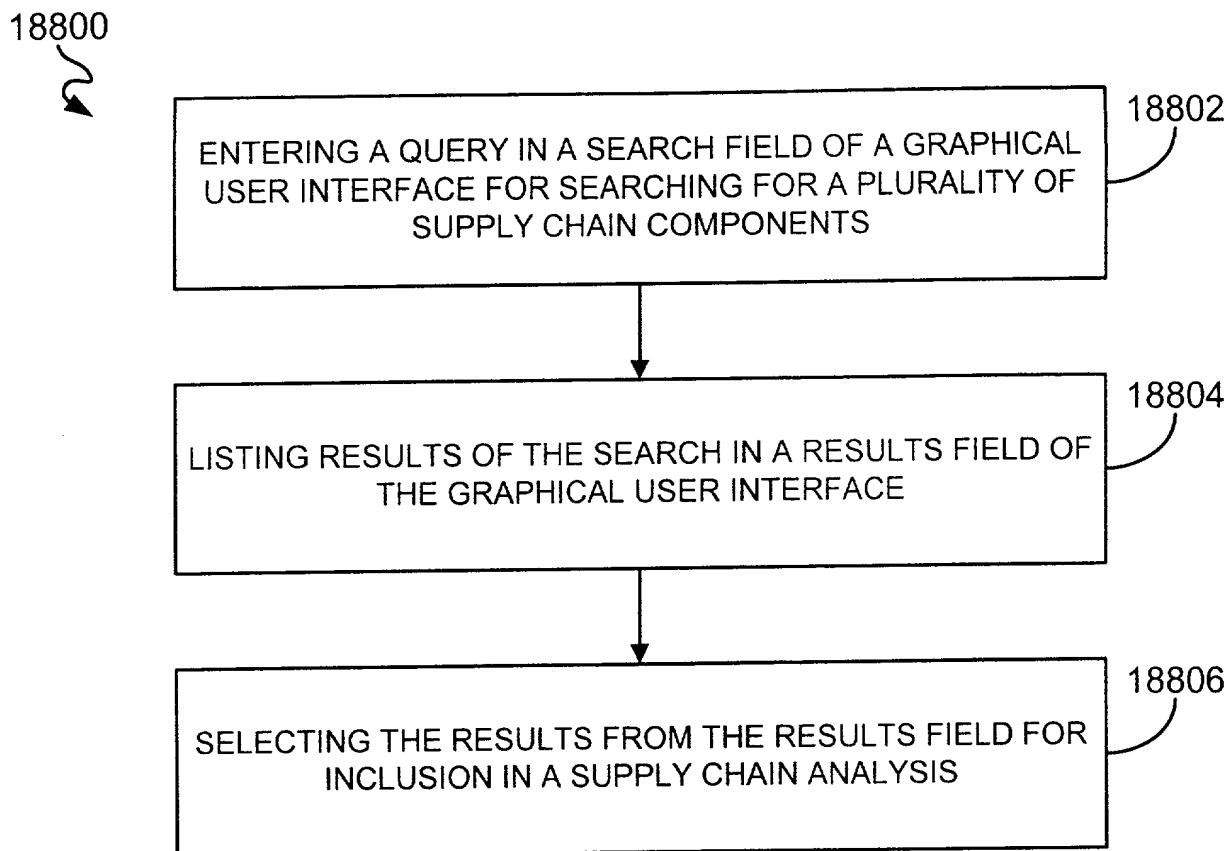


FIG. 188

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		Pallet	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC.-PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-RICHLAND WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-AMERICAN FALLS ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		Pallet			<input type="radio"/> Yes <input checked="" type="radio"/> No
NESTLE FOOD COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS,LTD.-PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS, INC-OHELLO, WA	27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

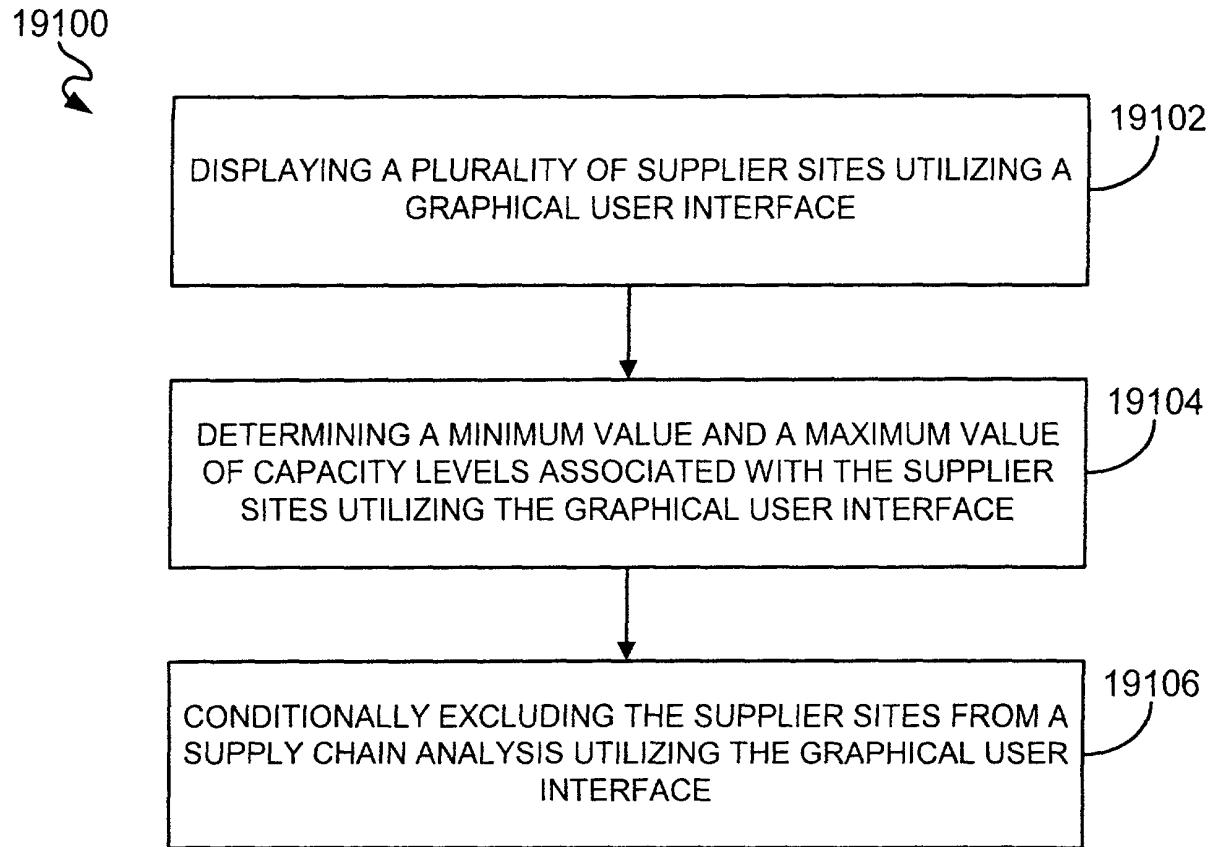


FIG. 191

19200



Supplier	#	Volume	
HUDSON INDUSTRIES	0		
INTERNATIONAL DIVERSEFOODS	0		
SUPERIOR COFFEE & FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume	
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8 4200	0		
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0		

FIG. 192

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

19500

Item Description	Supplier FOB
FRIES-COATED	CAVENDISH-PRINCE EDWARD
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON
FRIES-COATED	LAMB-WESTON, INC.-PASCO, WA.

Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0 3750	0	0
AMERISERVE-PLYMOUTH, MN	0 3850	0	0
AMERISERVE-WAUKEEHA	0 3670	0	0
FLEMING FOODS-KAPOLEI	0 4725	0	0
KING PROVISION-ATLANTA	0 3950	0	0

FIG. 195

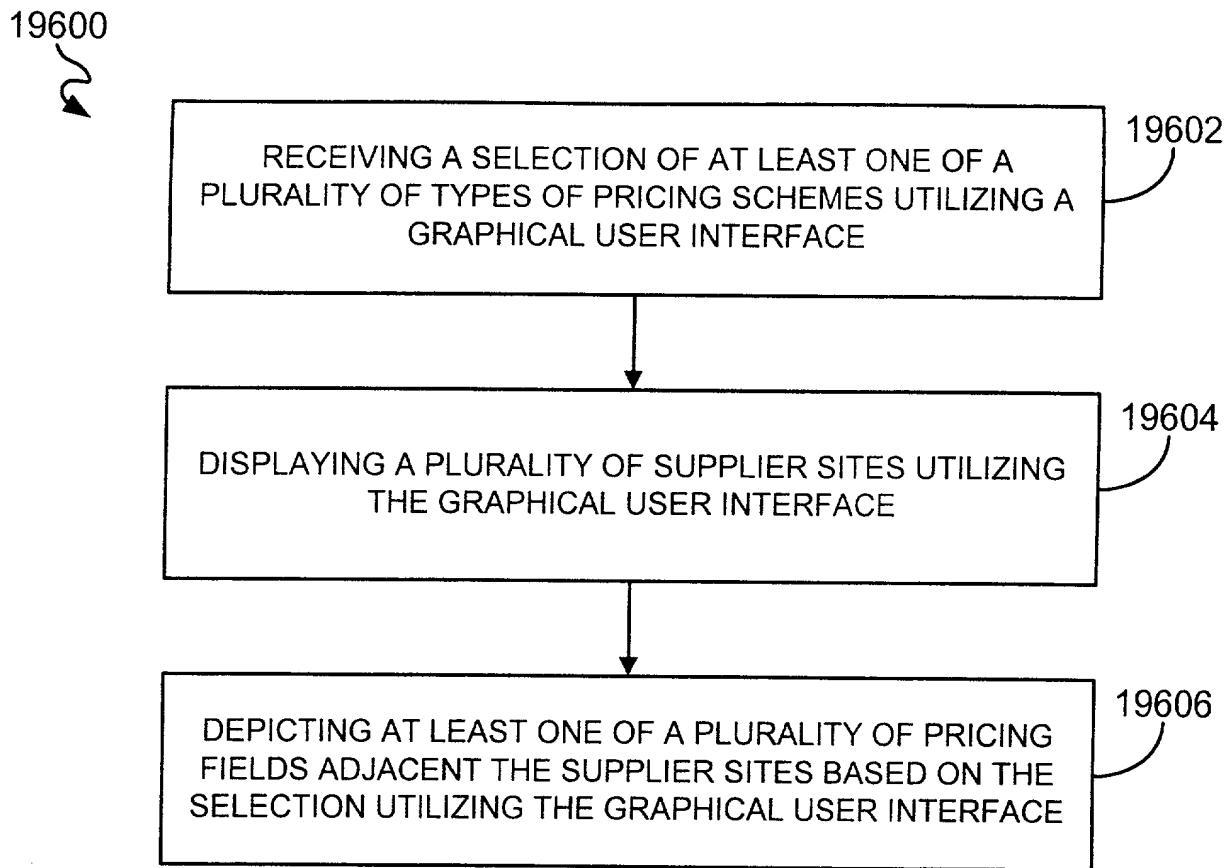


FIG. 196

19700



Total Rest. Growth Amount		Usage Period		
5 00%		09/01/97 to 08/31/98		
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count	↑
AMERISERVE/POST-ALBUQUERQUE	27	5 00%	28	
AMERISERVE/POST-DENVER	35	5 00%	37	
AMERISERVE/POST-SALT LAKE, UT	2	5 00%	2	
AMERISERVE-OMAHA, NE	166	5 00%	174	

FIG. 197

19800



Item	Item Growth %	Usage Period					
CHICKEN-PATTY	.0 00						
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage	↑
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205	
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5 00%	40,823	
AMER-MILWAUK	38,520	188	100.00%	19.02	0 00%	42,909	

FIG. 198

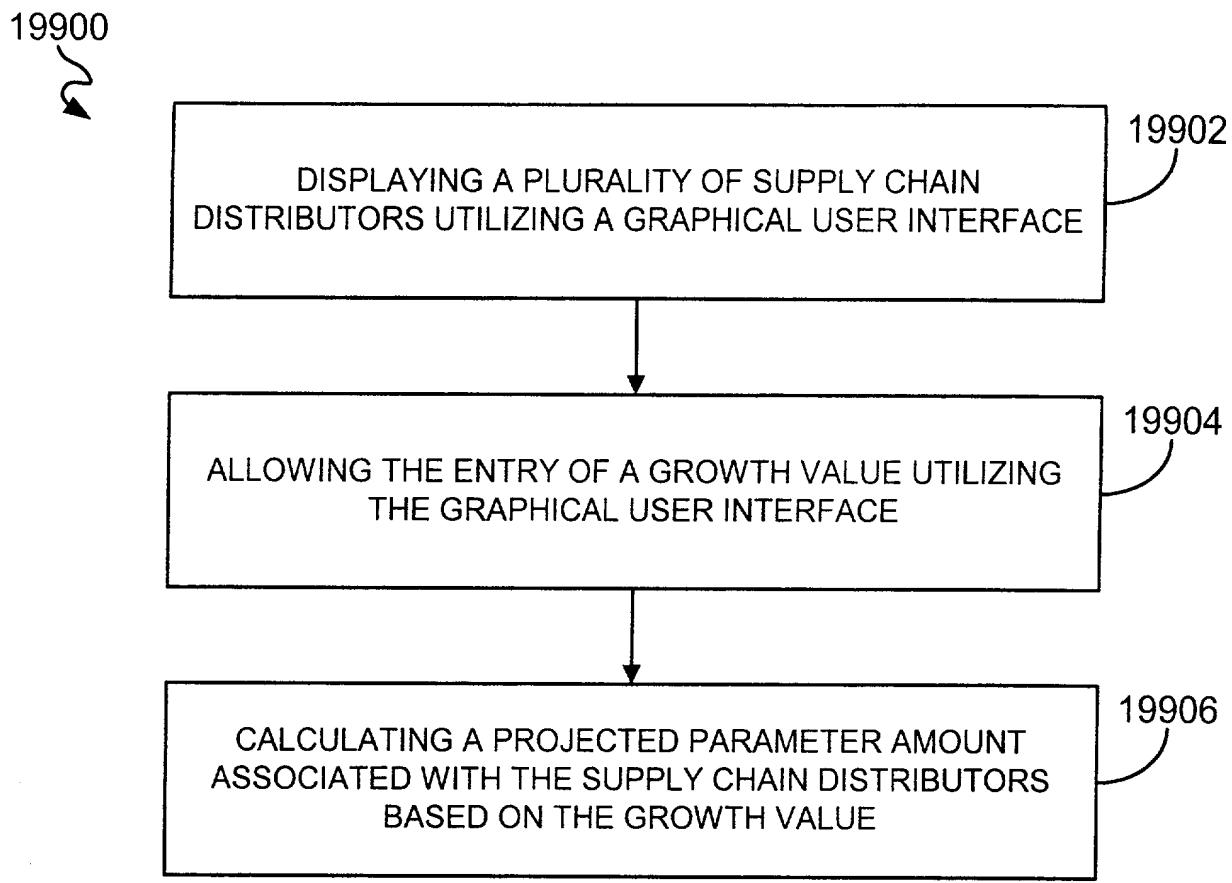


FIG. 199

20000

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Lane Restriction	Honor TL Rate	
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE/POST-DENVER	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE/POST-SALT LAKE, UT	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	

20002

20100

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Lane Restriction	Honor TL Rate	
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver <input type="radio"/> Required <input type="radio"/> Excluded	<input type="checkbox"/>	

FIG. 201

20200

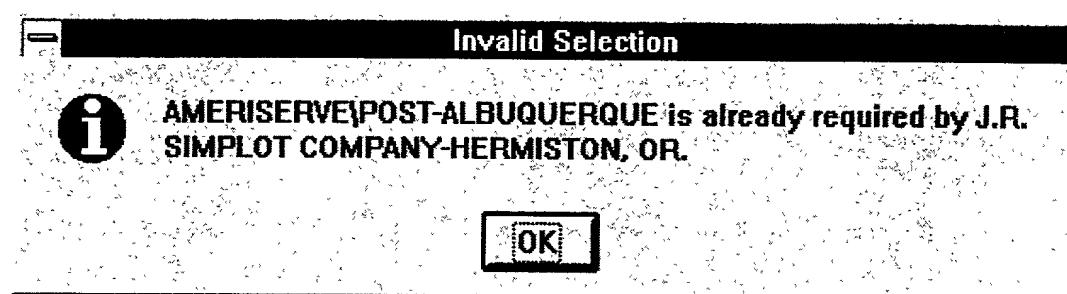


FIG. 202

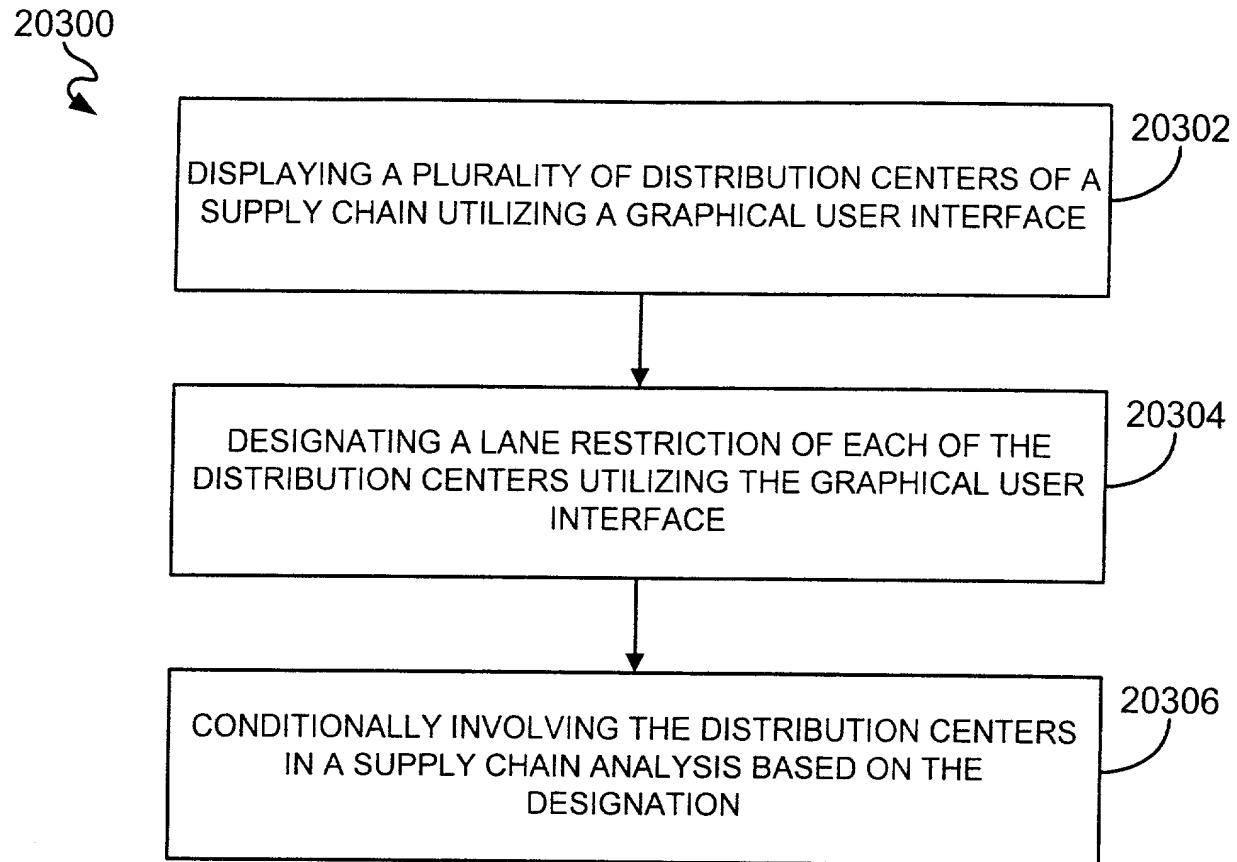


FIG. 203

20400



Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NE	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Truckload Freight	Lane Distance	
AMERISERVE/POST-ALBUQUERQUE	1,617		
AMERISERVE/POST-DENVER	1,277		
AMERISERVE/POST-SALT LAKE, UT	691		

FIG. 204

20500



Supplier FOB		Address					
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904				
TYSON FOODS-GREEN FOREST, AR	Green Forest	AR	72638				
TYSON FOODS-RUSSELVILLE AR	Russellville	AR	72601				
Distribution Center	Weight	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	+ 1
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

092314455 " 0301604

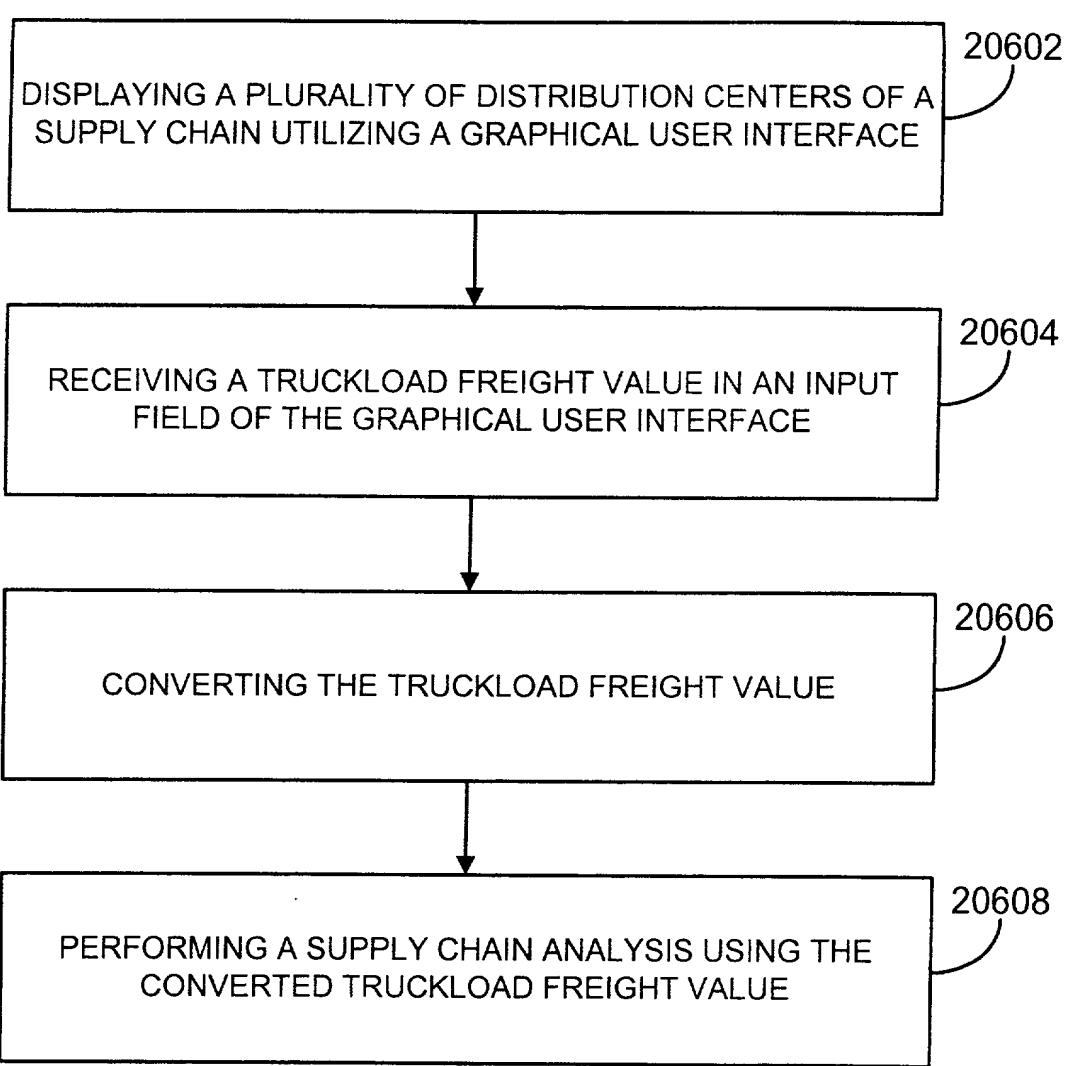


FIG. 206

00000000000000000000000000000000

20700

Analysis Region	Force FOB
MCCABE-PORTLAND/RMV-ANCHORAGE	<input checked="" type="radio"/> Yes <input type="radio"/> No
Distribution Center Name	Site Role
MCCABE QUALITY FOODS-PORTLAND	Corporate & FOB Point
RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point

FIG. 207

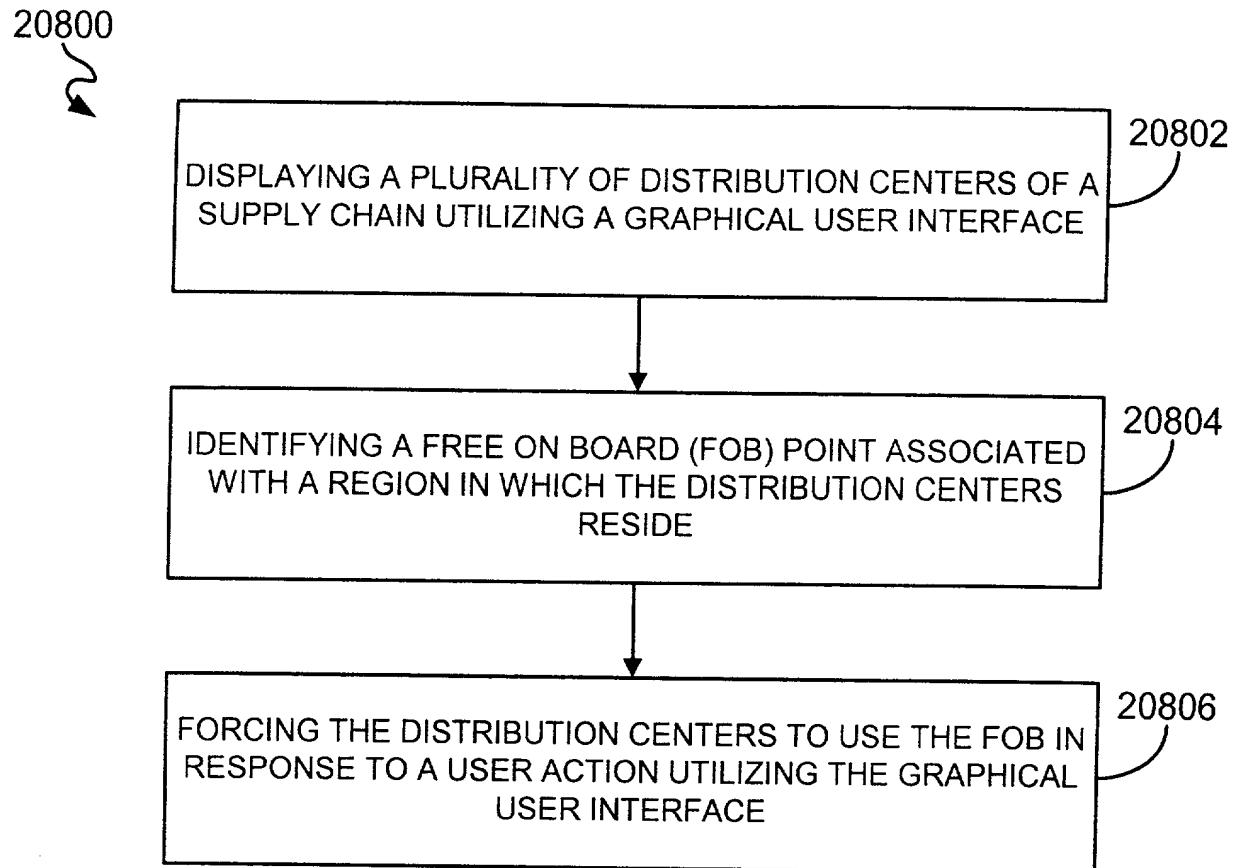


FIG. 208

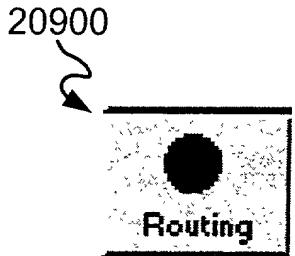


FIG. 209

21000

Report Selection

Report Type: Optimal Product Routing

Report Name: Freight Information Provided

Report Parameters

Supplier: (All)

Supplier FOB: (All)

Distribution Center: (All)

Version: Base Version

- Freight Information Provided
- LTL Routing Grid By Lane
- Routing Results By Lane
- Routing Results By Lane, Item
- Routing Results w/ RDC Breakout By Lane
- Routing Results w/ RDC Breakout By Lane, Item
- TL Freight Variance Analysis

FIG. 210

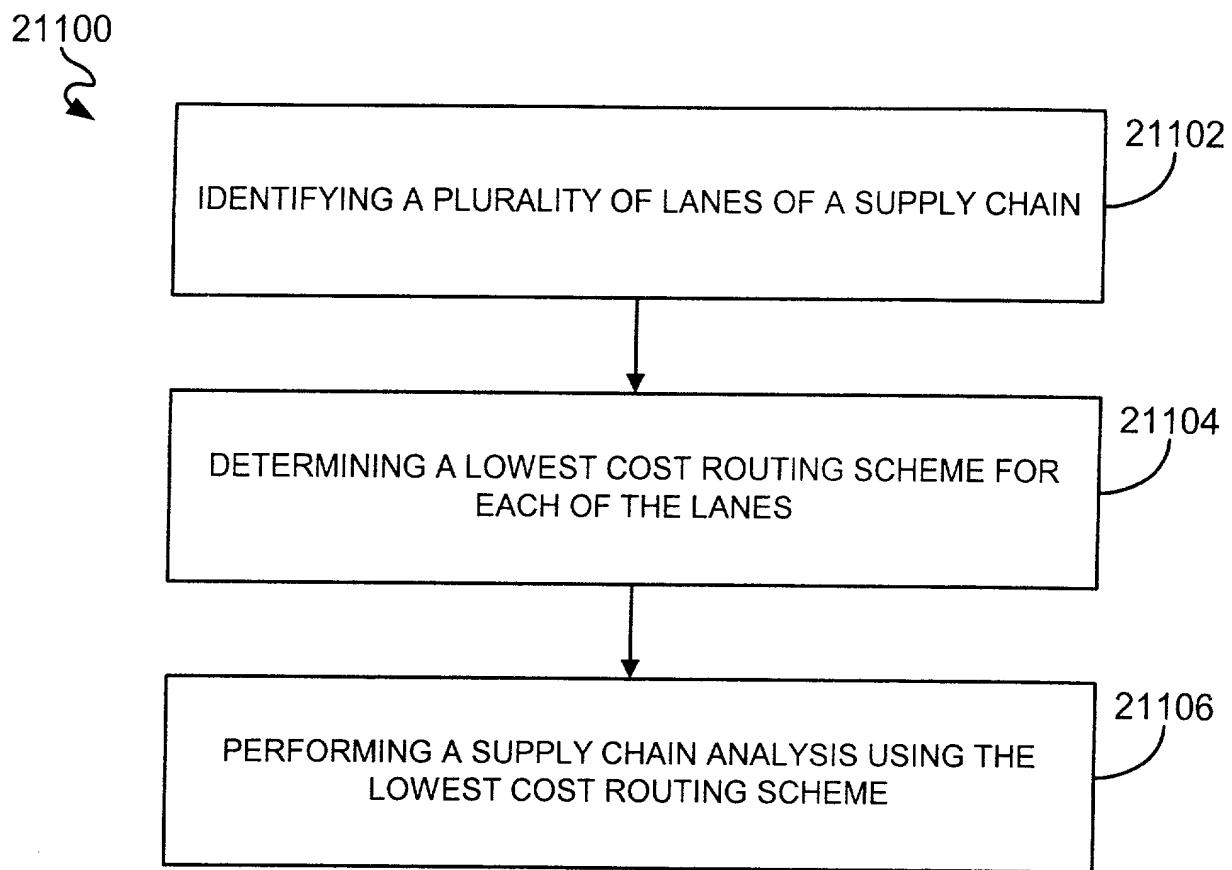


FIG. 211

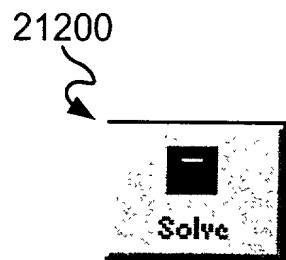


FIG. 212

21300

21302

Report Selection

Report Type:

Awarded Volume	▼
Awarded Volume	▼
Comparison Reports	▼
Cost Matrix Preview	▼
Optimal Product Routing	▼
Tab Reports	▼

Report Name:

Awarded Volume by Item - Detail	✚
	✚
	✚
	✚
	✚
New Capacity & Prices	✚

FIG. 213

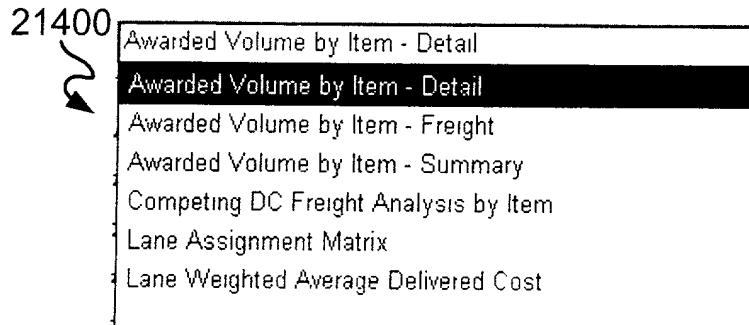


FIG. 214

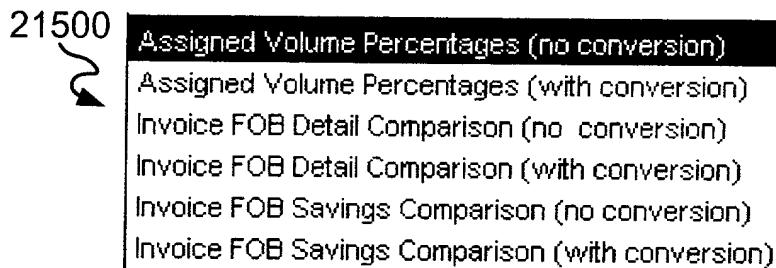


FIG. 215

21600

Report Type:	Comparison Reports	Report Name:
		Assigned Volume Percentages (no conversion)

FIG. 216

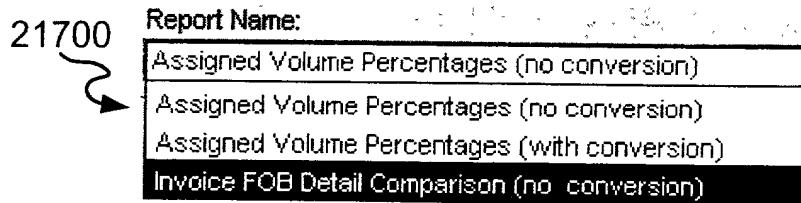


FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Metrics: Yes No

FIG. 218

21900



FIG. 219

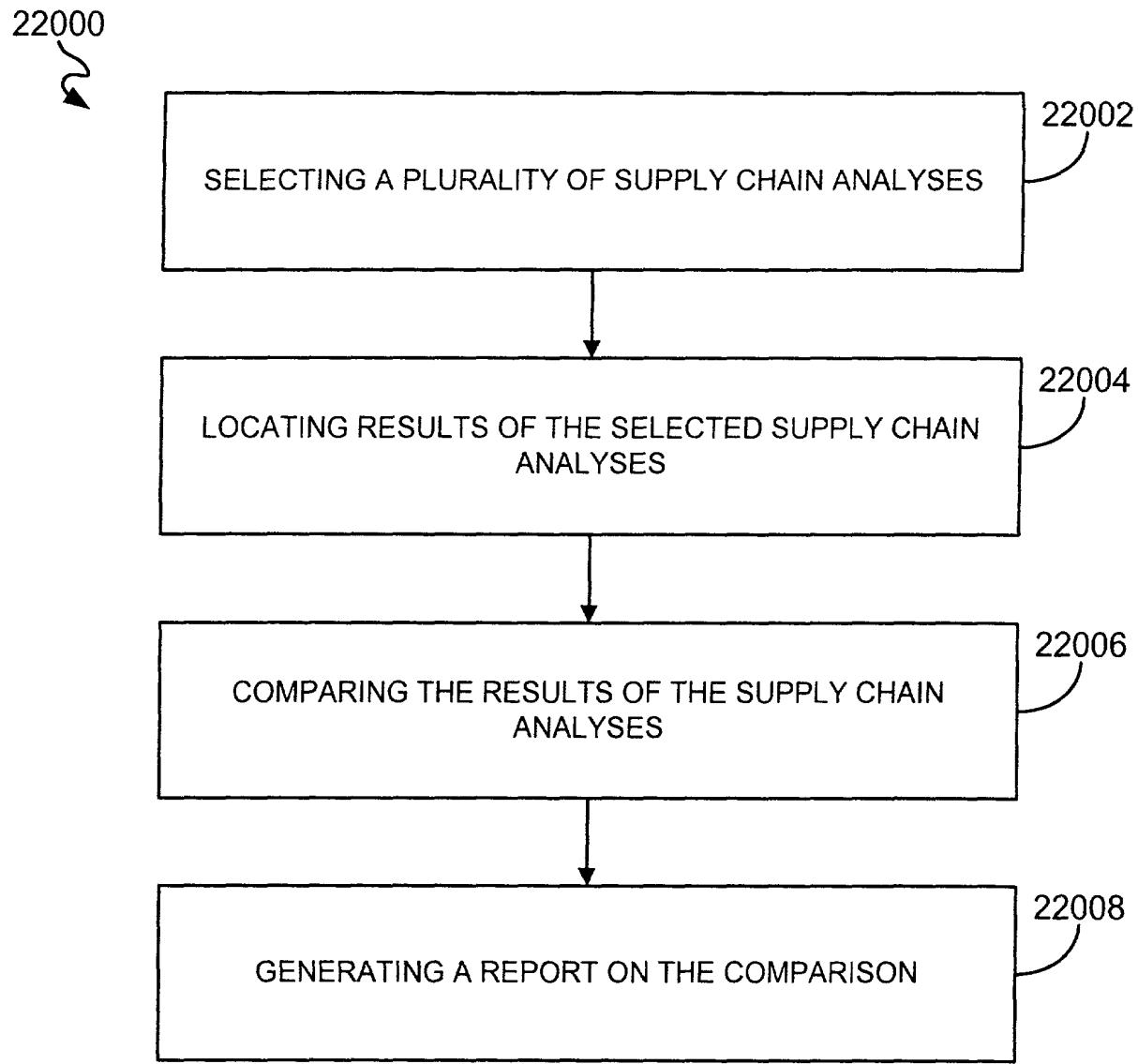


FIG. 220

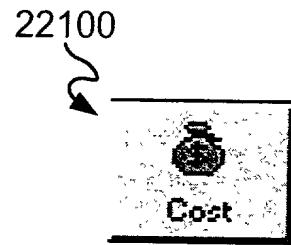


FIG. 221

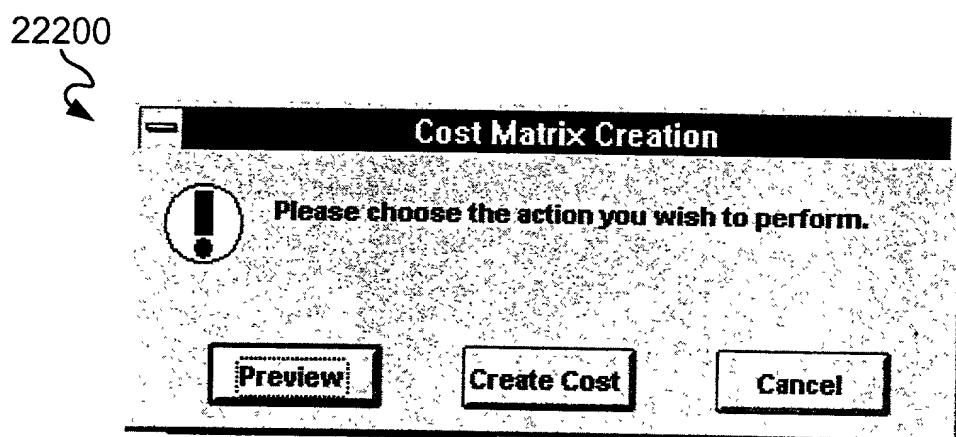


FIG. 222

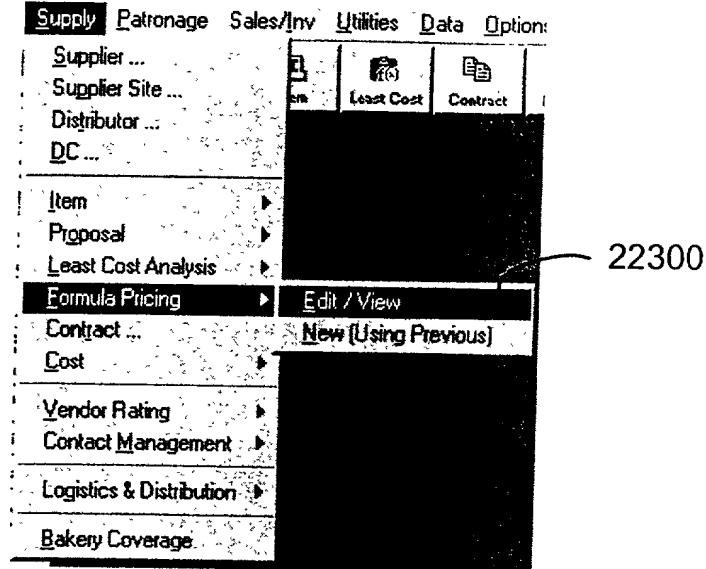


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Pricing ID:	12				
Description:	Beef Pricing 04/06/01				
Item:	BEEF - 77%				
Raw Material Pricing Date:	04/06/01	From:	03/23/01	To:	04/03/01
Cost Matrix Begin Date:	03/15/01	End Date:	03/28/01		
FOB Adjustment Amount:	0.0000				

FIG. 224

22500

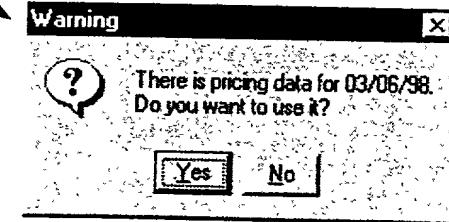


Formula Pricing - BEEF - 77% - 04/06/98

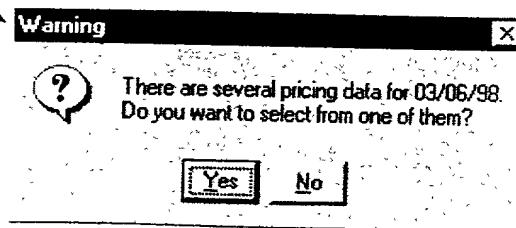
Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN YW	FRZN DOM 50% LEAN BL	IMP AUS	Lean Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300
03/26/98	0.8650	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800
03/28/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9850
03/31/98	0.8660	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870
04/01/98	0.8700	0.9200	0.9383	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0600	1.0850	1.1210	0.9572	0.9659

FIG. 225

22600

**FIG. 226**

22700

**FIG. 227**

22800

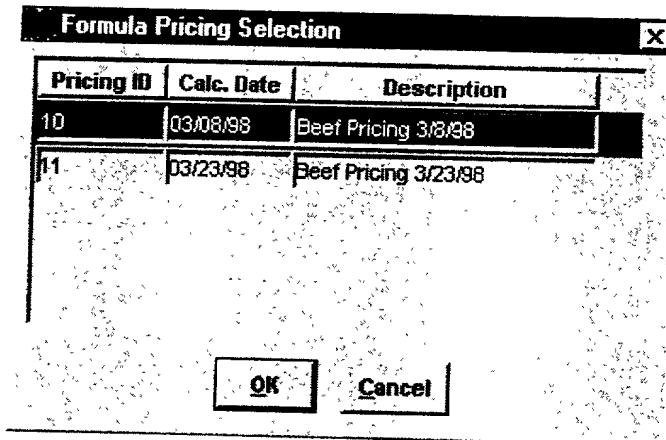


FIG. 228

22900

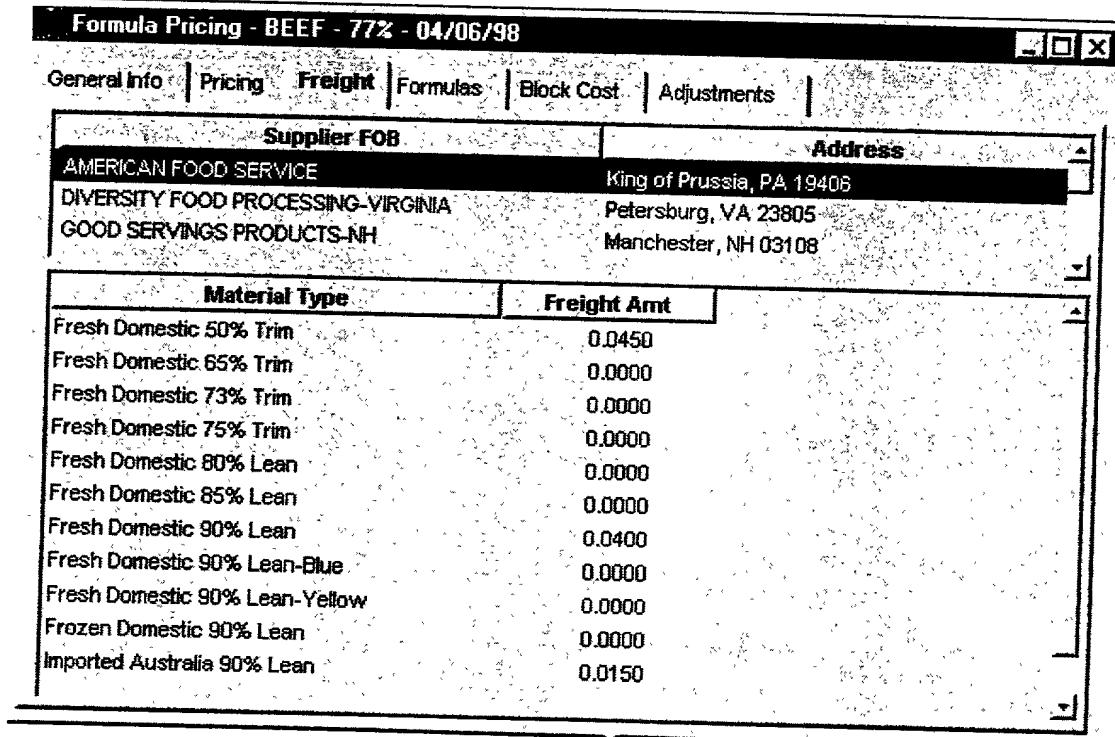


FIG. 229

23000

	FD6STR		FD6STR		FD7JTC		FD8SLC		FD8SLH		FD9OLC		IMAU96		LFTB		Total
Formula	Pct.	Cost															
AFS-1	0.3120	0.2871									0.1880	0.2134	0.4000	0.3924	0.1000	0.0911	0.9849
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368					0.2000	0.2190	0.3200	0.3139			0.9941
GS-1	0.3270	0.3042									0.1730	0.1972	0.3600	0.3549	0.1400	0.1303	0.9866
S&C-1	0.2414	0.2200					0.2179	0.2026	0.2179	0.2153	0.2179	0.2396			0.1050	0.0956	0.9721
SER-1	0.3250	0.2926									0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9884
TEX-1	0.3050	0.2766									0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9916
WH-1	0.3250	0.2958									0.1750	0.1969	0.3650	0.3608	0.1250	0.1230	0.9765
WIS-1	0.3325	0.2977									0.4675	0.5165	0.1000	0.0988	0.1000	0.0930	1.0018

FIG. 230

23100

	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>
GS-1	0.9866	0.98	\$1.0037	0.1267	\$1.1324	<input checked="" type="checkbox"/>
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>
WH-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>

FIG. 231

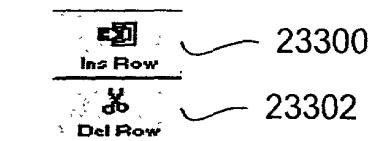
23200

Formula Pricing - BEEF - 77% - 04/06/98						
General Info	Pricing	Freight	Formulas	Block Cost	Adjustments	
Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232

Ode a little to a lot



23300

23302

FIG. 233

23400



FIG. 234

23500

: Formula Maintenance

Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

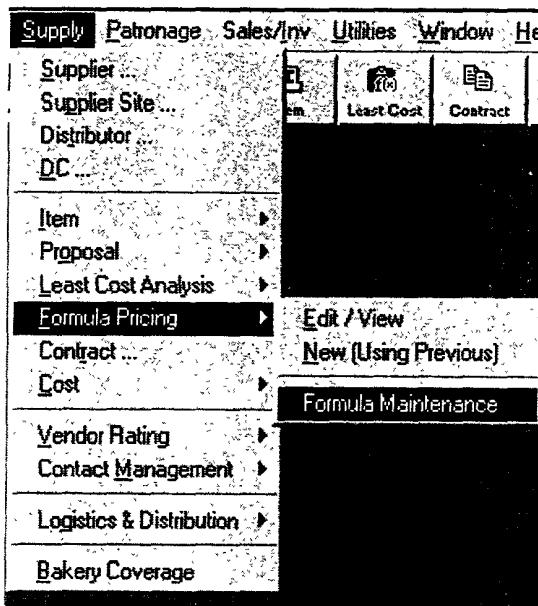
Number of Rows: 14

Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%
		100.0000%

Number of Rows: 6

FIG. 235

0 9 8 7 6 5 4 3 2 1 0 9 8 7 6 5 4 3 2 1



23600

FIG. 236